

GRACE JACKSON

Corporate Lawyer | Contract Negotiation | Compliance

@ Email

🌐 linkedin.com

📍 Charlotte, North Carolina

SUMMARY

Seasoned corporate lawyer with over 10 years of experience in contract negotiation and regulatory compliance. Proven track record of mitigating legal risks and optimizing corporate governance. Skilled in M&A and intellectual property law, contributing to business growth and risk management.

EXPERIENCE

Senior Corporate Lawyer

01/2018 - Present

Bank of America

Charlotte, NC

- Led a team in negotiating high-value contracts, resulting in savings of over \$15 million annually.
- Advised on mergers and acquisitions, ensuring compliance with regulatory requirements and minimizing legal risks.
- Drafted and reviewed complex commercial agreements, enhancing contract clarity and enforceability.
- Implemented a compliance training program, reducing regulatory violations by 25%.
- Collaborated with senior management to develop risk management strategies, safeguarding the company's assets and reputation.
- Managed intellectual property portfolio, securing patents and trademarks to protect company innovations.

Corporate Lawyer

06/2013 - 12/2017

Wells Fargo

Charlotte, NC

- Negotiated and drafted licensing agreements, facilitating international expansion and increasing revenue streams.
- Provided legal counsel on data privacy and cybersecurity, resulting in improved data protection policies.
- Conducted due diligence for acquisitions, identifying and mitigating potential legal liabilities.
- Developed internal policies to ensure compliance with federal and state regulations, reducing audit findings by 30%.
- Represented the company in litigation and arbitration, achieving favorable outcomes in 90% of cases.

Associate Attorney

08/2009 - 05/2013

Moore & Van Allen PLLC

Charlotte, NC

- Assisted in the negotiation and drafting of real estate transactions, resulting in successful closures worth \$500 million.
- Conducted legal research and drafted memoranda on corporate governance issues, supporting senior lawyers.
- Managed compliance audits, identifying gaps and implementing corrective measures.
- Participated in client consultations, providing strategic legal advice and fostering client relationships.

EDUCATION

Juris Doctor

01/2006 - 01/2009

Duke University School of Law

Durham, NC

Bachelor of Arts in Political Science

01/2002 - 01/2006

University of North Carolina at Chapel Hill

Chapel Hill, NC

KEY ACHIEVEMENTS

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Contract Negotiation Savings

Achieved over \$15 million in annual savings by leading successful contract negotiations and renegotiations.
- ⚡

Compliance Training Implementation

Developed a compliance training program that reduced regulatory violations by 25% within the first year.
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Litigation Success Rate

Maintained a 90% success rate in litigation and arbitration cases, effectively representing corporate interests.

SKILLS

Contract Negotiation ·

Regulatory Compliance ·

Mergers and Acquisitions ·

Corporate Governance ·

Intellectual Property · Data Privacy Law

CERTIFICATION

- Advanced Contract Law

In-depth course on complex contract structures and negotiation techniques, provided by Harvard Law School.
- Data Privacy and Cybersecurity Certification

Certification in data privacy regulations and cybersecurity measures, provided by IAPP.

INTERESTS

- 💡

Legal Technology Innovations

Interested in the latest legal technology trends and how they can enhance practice efficiency and client service.
- 🔧

Community Legal Services

Volunteering to provide pro bono legal services to underserved communities, promoting access to justice.
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Travel and Cultural Exploration

Enjoy exploring different cultures and legal systems, which broadens my perspective and understanding of global issues.