**Lucienne Zaka**

**[zreikzaka@icloud.com](mailto:zreikzaka@icloud.com)**

**linkedin.com/in/52087bb3**

**(470) 265 -6490**

**SENIOR LEGAL EXECUTIVE**

Strategic Legal Executive with international and domestic experience. Skilled in cross-functional leadership of all aspects of legal work, including strategic planning, intellectual property (“IP”), contracts, mergers and acquisitions, due-diligences and integrations, joint ventures, effective corporate structures, risk manager, litigation and compliance. Managing IP litigation and disputes; also due diligence, risk assessment, strategy, and portfolio management. Adapted at assessing and developing strategies designed to drive business objective couple with record of delivering results. Advising at the Board Level and C-Suite. Effecting in building consensus, establishing compliance, and negotiating expectations to achieve business outcomes.

**KEY COMPETENCIES**

COMPLAINCE | IP | CONTRACTS | CORPORATE GOVERNANCE | CORPORATE LAW

RISK MANAGEMENT | MERGERS & ACQUISITIONS | JOINT-VENTURES |

PROJECT MANAGEMENT | STRATIGIC LEARDERSHIP | LITIGATION MANAGEMENT

**PROFESSIONAL EXPERIENCE**

**WASSERMAN WEST LAW FIRM** (Atlanta, GA)

International American Law Firm

**Associate International Counsel**

**Oct 2017 – May 2018**

Providing legal advising and services for domestic companies with international operations, taking into account cross-border issues and compliance.

**.** Advised, proposed and implemented legal strategies for a cross-border environmental, anti-trust and worker illnesses litigation on going in Brazil in the amount of $1B.

**METSO** (Headquarters: Helsinki, Finland)

Publically industrial company (equipment and services) for process and flow of natural resources in the mining aggregates, recycling and process industries, with 12,000 employees operating in 50 countries; $1.3B annual revenue.

**General Counsel**

**2012 -2015**

Top Legal Executive responsible for all aspects of legal activities, including strategic planning, compliance and risk management in the region. Reported to the Chief Legal Officer and Board of Directors. Served as Company Secretary.

**.** Identified organization’s legal risks, bringing business transaction and operational issues into compliance. Lead IP due diligence, risk assessment, strategy, and portfolio management.

.Restructured legal organization to better support business.

. Reduced 60% of legal fees as a result of re-negotiation of out source legal services sources.

.Settled 80% of civil litigations legal processes, including insurances and intellectual property cases.

. Reduced 30% of energy costs as a result of re-negotiation of company’s energy contract.

**Lucienne Zaka – Page 2**

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.Led due diligence process for corporate restructuring: integration of mining, construction and automation business and IP portfolio.

. Drafted a contract services model for on-line sales and services.

. Implemented legal manuals and compliance program, trained top leaders.

**ZAKA CONSULTING Atlanta -GA**

Consulting firm providing legal advising and services for domestic companies with international operations, taking into account cross-border issues and compliance.

**Founder**

**2008 - 2012**

Main Clients: Zamin Minerals Limited (mining company; headquarters in BVI); Eduardo Farias Mining (mining company; headquarters in Uruguay); After Six Ltda. (export/import company, headquarters in Brazil); Ruffo Engenharia S.A. (construction company, headquarters in Brazil); Ferrara Empreendimentos (business venture company; headquarters in Brazil).

**.** Implemented legal planning and workforce process to strategically address organization’s short and long-term business transactions needs.

**.** Worked as project management to achieve business outcome.

**.** Implemented legal contract models and manuals.

**.** Led IP due diligence, risk assessment, strategy, and portfolio management

**.** Led due diligences and acquisitions.

**.** Implemented compliance and export control manuals.

**.** Represented companies in negotiation and closing.

**.** Drafted, negotiated and closed all sources of commercial and corporate contracts.

**.** Represented companies in its commercial international transactions.

**.** Identified legal risks and proposing strategies to bring companies’ business into compliance.

**EMBRAER S.A.** (headquarters: Sao Jose dos Campos, Sao Paulo, Brazil)

Publicity global aerospace industrial company (commercial, military, executive and agricultural aircraft) provides aeronautical services, with 19,116 employees and $6.2B annual revenue.

**Associate and Corporate Counsel and Corporate Secretary**

**2006 - 2008**

Top Legal Executive responsible for all aspects of legal activities, including strategic planning, compliance and risk management in the region. Reported to the Chief Legal Officer and Board of Directors. Served as Company Secretary.

**.** Identified organization’s legal risks, bringing business transaction and operational issues into compliance.

**.** Implemented legal planning and workforce process to strategically address organization’s short and long-term business transactions needs.

. Led legal global strategies plans for closing complex corporate transactions and contracts.

. Partner with finance business leaders to issuance US$400M guaranteed notes.

. Led and closed a joint venture with CEA (service).

. Drafted, negotiated and closed complex corporate contracts.

. Led corporate work related to company’s associations, partnerships, merges and acquisitions and joint ventures.

. Led external legal offices, grating corporate records and export control compliance.

**Lucienne Zaka – Page 2**

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**YAMANA GOLD INC**. (headquarters: Toronto, Canada)

Publicity global producer company of gold, silver and cooper with 7,000 employees, with mining operation in 05 countries and $1.2B annual revenue.

**General Counsel**

**2005-2006**

Top Legal Executive responsible for all aspects of legal activities, including strategic planning, compliance and risk management in the region. Reported to the Chief Legal Officer and Board of Directors. Served as Company Secretary.

**.** Implemented legal planning and workforce process to strategically address organization’s short and long-term business transactions needs.

. Identified organization’s legal risks, bringing business transaction and operational issues into compliance.

**.** Led legal release of a trust indenture agreement US$5.7B (JPMorgan).

**.** Implemented legal manuals and document retention program.

**.** Led IP due diligence, risk assessment, strategy and portfolio management.

**Imerys S.A**. (headquarters: Paris, France)

Publicity traded global industrial minerals company with 16,000 employees operating in 50 countries. $4.9B annual revenue.

**General Counsel Atlanta GA**

**2005- 2012**

Top Legal Executive responsible for all aspects of legal activities, including strategic planning, compliance and risk management in the region. Reported to the Chief Legal Officer and Board of Directors. Served as Company Secretary.

**.** Implemented legal planning and workforce process to strategically address organization’s short and long-term business transactions needs.

**.** Led IP due diligence, risk assessment, strategy and portfolio management.

**.** Granted compliance for environmental legal issues, safe and security.

**.** Led sale of assets US$11M.

**.** Led legal release of a finance securities bonds US$150M.

**.** Led the purchase of minority interest in a joint venture agreement US$100M.

**.** Drafted, negotiated and closed complex contracts.

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**EDUCATION**:

Master in Laws – LLM Degree – Georgia State University – Atlanta, GA – 2017.

IMD Business Program – Lausanne, Switzerland – 2013 and 2014 – Metso Executive Program

FGV Business Program - Sao Paulo, Brazil – 2007 – Embraer Executive Program

JD Degree – Universidade Federal de Juiz de Fora – Brazil - 1988

**CERTIFICATIONS:**

Compliance Speaker at International Summits and Conferences

Compliance Training – in-house provider

**LANGUAGES:**

Portuguese (native); English and Spanish.

**AFFILIATIONS:**

Member of Brazilian Bar Association (OAB/SP) since 1988 – Licensed lawyer since 1988.

Member of Society of Corporate Compliance and Ethics – SCCE

Member of Association of Corporate Counsel – ACC, since 2012

Habit for Humanity Atlanta, GA – volunteer, since 2015