

Executive Summary

Experienced attorney with a demonstrated history of working in the information technology and services industry. Skilled in negotiating deals; structuring, drafting, and negotiating contracts; and managing large projects at the macro and the micro level with key expertise in the following areas of law: Domestic and Global | Corporate/Commercial | Intellectual Property | Technology | Privacy & Data Security.

Core Qualifications

- Deal Negotiation
- Contract Drafting, Review & Negotiation
- Corporate Governance
- Leadership Management
- Strong Interpersonal and Analytical Skills
- Privacy Compliance

Education & Associations

Juris Doctorate (2013)
University of Southern California | Los Angeles, CA

Bachelor of Arts – Political Science (2008)
University of California, Berkeley | Berkeley, CA

Career Progression

Corporate Counsel **03/2020 – Present**
Grifols USA, LLC. | Los Angeles, CA

- Structure, draft, negotiate, and interpret agreements covering full breadth of commercial activities for subsidiaries of Grifols, Inc. (“Grifols”), a global healthcare company, including, but not limited to, non-disclosure agreements, data processing agreements, services agreements, supply agreements, supplier agreements, clinical trial agreements, event agreements, and statements of work.
- Manage and provide legal support for all aspects of Grifols' day to day business.

Associate Counsel **03/2015 – 09/2019**
PCM, Inc. | El Segundo, CA

- Structured, drafted, negotiated, and interpreted both domestic and global agreements covering full breadth of commercial activities for subsidiaries of PCM, Inc. (“PCM”), a direct marketing company offering technology products and services, based in the United States, Canada, and Europe, including, but not limited to, non-disclosure agreements, data processing agreements, professional as well as managed services agreements, product purchase agreements, subcontractor agreements, supplier and vendor agreements, referral agreements, IP licensing and SaaS/PaaS/IaaS agreements, advertising and marketing agreements, real estate lease agreements, product lease/rental agreements, event agreements, white label agreements, and statements of work.
- Structured, drafted, and updated online b2b and b2c terms for PCM's websites in the United States, Canada, and United Kingdom.
- Created and regularly updated agreements, templates, and policies for PCM as it provided new products and services, entered new international markets, and as new laws, legal risks, and regulatory requirements were enacted in each market and country.
- Advised on both domestic and global privacy issues and oversaw PCM's corporate compliance regarding applicable data security and privacy laws, regulations, and industry guidelines as well as consumer protection laws, including, without limitation, GDPR, EU-US Privacy Shield, CCPA, CCPR, HIPAA, HITECH, GLBA, PIPEDA, PIPA, and the Privacy Act.
- Advised on and managed PCM's marketing and advertising campaigns via e-mail and on its e-commerce websites to ensure compliance with marketing and advertising regulations and laws in the United Kingdom, Europe, Canada, and the United States, including, without limitation, CAN-SPAM, CASL, the Competition Act, and GDPR.
- Managed and provided legal support for all aspects of PCM's day to day business in the United States, Canada, and Europe by providing PCM business leaders tactical and strategic advice on commercial and technology transactions; advising business clients on company policies, business strategies, and legal issues and risks; conducting alongside the data protection officer privacy due diligence reviews; managing day to day general litigation conducted by outside counsel; and participating in the mergers and acquisitions process as necessary.
- Created and implemented a contract administration process for PCM's subsidiaries in Canada and United Kingdom.

Associate **02/2014 – 12/2014**
The Law Offices of Gerard V. Kassabian | Beverly Hills, CA

- Conducted legal research, analysis, trial preparation, and document drafting on a range of civil issues in the process gaining extensive trial experience.
- Registered trademarks and copyrights.
- Represented clients in intellectual property protection and litigation.

Skills & Associations

Multilingual (English, Armenian, Spanish) | CIPP/US | licensed by California Bureau of Real Estate