

GENERAL COUNSEL

STRATEGIC LEGAL PARTNER | INNOVATIVE BUSINESS LEADER | EXPERT NEGOTIATOR

Entrepreneurial Legal and Business Affairs Executive offering 12+ years of law firm and in-house corporate experience combined. Instrumental in mitigating risks, building organizational capacity, driving optimization and securing multi-million-dollar deals. Experienced in partnering closely with C-level executives on a wide range of legal, compliance, operational, finance, employment, and strategic business matters. Expertise in licensing, acquiring, and enforcing intellectual property rights related to technology, entertainment, digital publishing, streaming, and software products, including SaaS for web-based, app, E-commerce, and OTT platforms. Leverage business acumen and legal expertise to drive growth while resolving complex issues within high-energy and fast-paced environments.

Areas of Excellence

IP, Technology & SaaS • Licensing • Commercial & Real Estate Transactions • Corporate Governance • Regulatory Compliance
Corporate Structuring • Complex Contract Negotiation • Data Privacy & Security • Leadership & Supervision • Business Development • Employment & HR • Vendor Management • Risk Management • Litigation • Outside Counsel Oversight

SNAPSHOT OF CAREER HIGHLIGHTS

- **Led the establishment and launch of ABC Golf** in collaboration with the executive leadership and received accolade directly from owner due to consistently delivering high-level and high-quality service.
- **Established strategic partnerships and secured multi-million-dollar deals with** Roku, Netflix, Zillow, and Caesar's Entertainment, and NASCAR.
- **Appointed as lead Counsel to offer strategic guidance to C-suite executives** during strategic planning meetings and to serve as continued day-to-day trusted advisor to management and employees.
- **Structured and negotiated numerous contracts** pertaining to content production and distribution, SaaS, technology, OEM, IP (acquisition, licensing, clearance), employment, corporate governance, finance, asset purchases, sales, real estate, NDAs, trade secrets, 3rd party vendors, advertising, website and consumer services, contest and sweepstakes, and live events.
- **Developed full legal framework to establish Atmosphere D2C and B2B digital content platform.**

PROFESSIONAL EXPERIENCE

ABC ENTERTAINMENT – New York, NY
Vice President, Legal and Business Affairs

2018 – Present

Hired to serve as in-house Counsel for ABC Entertainment with the role of overseeing all legal matters across three departments; Development, Production, and Operations. Facilitated restructuring of new legal department and entire interplay between ABC and ABC Two after acquisition. Serve as main contact to liaise and manage positive relationships with on-air talent, broadcast networks, and streaming services. Drive new revenue streams and manage the negotiation and drafting of all contracts averaging \$5M per deal.

- **Recognized for negotiating and securing largescale deals**, including ABC's first content distribution agreement with Netflix, first corporate partnership with Zillow, and first co-production with Caesar's Entertainment.
- **Serve as key member of Executive Leadership Team** advising on all legal matters and participating in strategic business planning and corporate decision-making. Oversee employee relations and employment law compliance.
- **Played an instrumental role in post-acquisition** following ABC's acquisition of ABC Two by participating in strategy sessions and leading all legal, compliance, and business affairs matters for the restructuring.
- **Streamlined entire legal process, introduced Master Service Agreements**, and developed numerous policies and processes, including new privacy and confidentiality practice and comprehensive employment policy.
- **Coordinate and deliver in-depth legal training sessions** companywide to bridge the gap and create cohesiveness between the legal department and all other departments.

THE ABC, New York, NY

2014 – 2018

General Counsel

Hired as first General Counsel to the ABC's family of technology, SaaS, digital publishing, and lifestyle companies during high-growth phase. Built entire legal department from the ground-up, establishing company's internal governance, policies, procedures, and business practices across all businesses. Managed and handled legal matters such as corporate transactions, compliance and governance, employment, intellectual property and technology, risk management, and litigation. Counseled executive leaders on business decisions for new ventures and partnerships for expansion into emerging technologies. Participated in the establishment and provided full legal framework for notable businesses, such as ABC Media Group and The ABC Two.

- **Instrumental in the formation and start-up financing of ABC Golf** through convertible notes and stock issuance. Established corporate articles and bylaws, as well as secured and drafted first product licensing and endorsement deals ever entered into by owner, along with endorsement agreements with several PGA golfers.
- **Oversaw the hiring of inaugural nationwide advertising sales team** solidifying the new department of 30+ people and collaborating with team to develop premium advertising and subscription-based revenue generating products.
- **Played key role in establishing Chive Media Group**, the ABC's technology and digital media company operating the ABC website and app, along with award-winning streaming and advertising SaaS platform, ABCTV.
- **Recognized as a trusted advisor appointed by the Board of Directors** to serve as Corporate Secretary.

LAW FIRM EXPERIENCE**ABC, LLP**, New York, NY

2007 – 2014

Associate Attorney

Hired to lead the structuring, establishment, and launch of the Intellectual Property practice. Represented clients in commercial litigation, transactional, and intellectual property matters across a wide range of industries. Managed and conducted all phases of litigation within NY State, Federal Courts, NY Superior Courts, along with arbitration forums across multiple states. Recognized for briefing and orally arguing numerous successful appeals before the New York Court of Appeals.

EDUCATION & PROFESSIONAL AFFILIATIONS**Juris Doctor (J.D.)**, College University College of Law – New York, NY**B.A., Finance and Business Economics**, College University – New York, NY**State Bar Admissions:** California, 2006 | Illinois, 2007 | New York, 2015



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