

BUSINESS AND LEGAL AFFAIRS

QUALIFICATIONS PROFILE

Detail-oriented and performance-focused professional with extensive experience in negotiating and securing favorable deals, providing employers with general legal counsel, and driving business to new elevations and new areas. Demonstrate expertise in emerging growth technology and media companies in a wide range of corporate, commercial, and intellectual property matters with emphasis on television, home video, digital distribution agreements, and acquisition agreements. Highly skilled at identifying and closing transactions, expanding existing business, and winning customer loyalty. Effective leader and team player, experienced in identifying and managing risks with the ability to provide practical, results-oriented legal advice that helps the Film Group achieve its business objectives.

AREAS OF EXPERTISE

Social Media | Corporate Governance | Litigation Management | Business Formation and Structuring
Government Affairs | Proposal Development | Contract Negotiation | New Business Development | Client Relations

PROFESSIONAL EXPERIENCE

RHI ENTERTAINMENT, LLC | NEW YORK, NY

Senior Vice President of Business and Legal Affairs

2005–2018

- Assumed full responsibility in negotiating and drafting network license agreements, foreign distribution/license agreements, and acquisition agreements.
- Provided expert oversight in managing all claims against RHI by the Screen Actors Guild, Writers Guild of America, and Directors Guild of America; directed outside litigation counsel in relation with lawsuits brought against the company.
- Played an integral role in formulating and implementing various agreements required by the creditors during Chapter 11 bankruptcy proceedings.

Career Highlights:

- Generated millions of dollars of revenue in respect of the agreements pursuant to which the films were licensed to third parties.
- Made major contributions in deriving millions of dollars of revenue for the company due to distribution, through acquiring the right to allocate made-for-television motion pictures and miniseries.
- Effectively supervised outside counsel in association with several litigations.

TURNER BROADCASTING SYSTEM | ATLANTA, GA

Senior Counsel

2000–2005

- Negotiated and drafted foreign television and home video license agreements as part of all the legal and business affairs work for Turner's International Distribution Department, eventually generating millions of dollars of revenue for the company.
- Played a leadership role in the Home Video Division, negotiating license agreements with similar results and acquisition agreements pursuant to attaining distribution rights to movies for home video distribution.
- Carried out the legal and business affairs work for Turner Classic Movies, including the first agreement engaging Robert Osborne as the on-air spokesperson for TCM.

EARLIER CAREER

SVS INC. | NEW YORK, NY

Vice President of Business Affairs

MGM/UA ENTERTAINMENT CO. | NEW YORK, NY

Director of Business Affairs

EDUCATION

BACHELOR OF ARTS IN HISTORY
Queens College, Flushing, NY

PROFESSIONAL AFFILIATION

New York and Georgia State Bars – Member