

***Admitted to practice law in California, Massachusetts and District of Columbia*****ProfitLine, Inc.**, San Diego, CA

May 2007 to present

**Director, Legal**

General business lawyer managing and handling legal matters of privately-held company with multi-state presence. Work closely with executive management as a business partner, counseling on transactional matters, employment and disputes. Successfully negotiate and draft commercial contracts to provide telecom expense management services and license Company's intellectual property to Fortune 1000 companies, including Coca-Cola and Cardinal Health, and the U.S. Government. Negotiate and draft other contracts, such as teaming agreements and non-disclosure agreements. Analyze risks and provide strategic legal advice with sensitivity to business concerns on various transactions with clients, partners and resellers. Counsel Human Resources and management on employment issues and laws, such as reductions in force, Title VII and Fair Employment and Housing Act, and worker's compensation. Perform legal research, investigate issues, and defend Company against various disputes, in addition to managing situations strategically to avoid disputes.

**Wireless Facilities, Inc.**, San Diego, CA

February 2001 to May 2007

**Division Counsel, Enterprise Division**

Counseled on all legal matters of Division with revenues of \$67 million, including contracts, litigation and employment. Worked closely with Division President, Division Vice President of Finance, and regional general managers as a business partner and assisted in decision-making process on all issues relating to Division. Successfully negotiated and drafted agreements (domestic and international), including services, product sale and resale, technology licensing, financing, teaming, vendor, non-disclosure, and memoranda of understanding, with companies such as Google and EarthLink. Worked strategically with management on transactions that included the deployment of video emergency response links for paramedics for a municipality and a business model to operate a WiFi network at Westfield shopping malls. Proactively managed existing contracts, with a proven track record of anticipating and solving problems. Developed different types of contract templates. Assisted in developing policies and procedures, including those for contracts review and approval, and sales recognition. Developed training program on understanding contracts. Successfully prosecuted and defended employment and corporate claims. Managed and strategized with multiple outside counsels through all phases of litigation, arbitration, mediation, and patent prosecution. Performed legal research, gathered facts and investigated issues to defend against or prosecute potential disputes. Counseled Human Resources on a variety of employment issues and laws, such as Family and Medical Leave Act, wage and hour, and other state-specific labor laws. Performed internal investigations, including interviews, of employee complaints to prevent litigation or arbitration of potential disputes. Responded to and defended against employment-related claims, including those filed with the California Department of Labor Standards Enforcement and Department of Labor. Assist in drafting offer letters and separation agreements. Provide counsel on involuntary employment terminations.

Prior to becoming Division Counsel, was Senior Attorney responsible for multiple commercial contracts. Responsibilities included negotiating and drafting services agreements with wireless communications providers and equipment manufacturers in support of sales and business development. Also negotiated and drafted vendor agreements and real estate leases.

**Wireless Facilities, Inc.**, Nashua, NH

October 1999 to February 2001

**Zoning Manager**

Analyzed zoning regulations of local jurisdictions to identify accurately properties on which to establish cell sites.

**Education**

J.D., 1999; New York Law School, New York, NY

Honors: Coach, 1997 Cardozo/BMI Entertainment and Communications Law Moot Court Competition (National Best Brief; National Quarterfinalist); Coach, 1997 National Appellate Advocacy Competition (Regional Finalist); Author, 20th Annual Froessel Moot Court Competition Fact Pattern and Bench Brief (final round presided by Justice Antonin Scalia)

B.A., Comparative Literature, 1995; University of California, Riverside, CA

Honors: Dean's List**Relevant Facts**

Chair, Pro Bono Committee of the San Diego Chapter of Association of Corporate Counsel (ACC)

Wiley W. Manuel Award for Pro Bono Legal Services, from the State Bar of California, June 11, 2002

Fluent in Chinese and Tagalog

Published author of 20th Annual Charles W. Froessel Moot Court Competition Fact Pattern and Bench Brief in *New York Law School Journal of Human Rights, Special Issue 1997*