



**Pete Thottam (JD MBA)**  
 Venice, CA 90291  
 M: (310) 497-7255  
 Email: [petethottam@gmail.com](mailto:petethottam@gmail.com)  
 Website: [petethottam.com](http://petethottam.com) (portfolio, blog)



## EXPERIENCE

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- CONTRACT WORK** – *Entertainment. Graphic Design. Video Editing. Real Estate transactions/litigation.* **Los Angeles, CA**
- Contracted on various entertainment & transactional/litigation projects including for Amazon, Audi and Netflix; **11//06-present**  
 I have worked with Amazon (*Transparent* series), Audi, Netflix and the L.A. Community Redevelopment Agency; I summarized over business and real estate contracts senior executives; I also helped coordinate compliance management and implementation of tracking procedures and monitoring for approximately \$726 million in L.A. real estate development loans and contracts; I analyzed developer agreement requirement compliance and created an MS Access database with Developer Agreement summary data; Negotiated and prepared commercial leases; Successfully tried and won unlawful detainer & collection actions at trial.  
**I am immediately available for work leveraging my business, software and legal skill sets. Salary requirements are negotiable.**
- McKenna Long & Aldridge LLP** – *Corporate & Real Estate Transactions Associate* **Los Angeles, CA**
- Prepared leases for TESCO retail chain rollout (purchase and sale agreements, ground leases and retail leases). **03/06-11/06**
  - Represented real estate owners, for-profit and nonprofit developers, institutional investors, and high net worth individuals.
  - Drafted, reviewed and negotiated TESCO lease agreements, easements, loan documents, deeds, bills of sale, assignment and assumption agreements, property management agreements, legal opinions, leases, and entity formation documents.
- LRN, The Legal Knowledge Company™** *Business Development Director* **Los Angeles, CA**
- Worked as business development director for Syndicated Legal Research Division and oversaw three employees. **2002-2003**
  - Coordinated staffing of 16 Fortune 500 corporate research projects with certified legal specialists; edited and finalized projects.
- O'Melveny & Myers LLP** – *Corporate Associate* **San Francisco, CA**
- Conducted all due diligence for several \$100 million plus financings including one REIT secondary offering. **2001-2002**
  - Successfully resolved million-dollar contract disputes between domestic distribution agents and international publisher; prepared demand letters, reviewed client contracts, researched applicable UCC Article 9 provisions and bank lockbox arrangements.
- Wilson Sonsini Goodrich & Rosati** – *Corporate Securities Associate* **Palo Alto, CA**
- Worked on 5 M&A transactions; worked on equity offerings (Netflix, Sun, HP, Homestore), and SEC filings. **1999-2001**
- Goldman Sachs & Co.** – *Analyst* **New York, NY**
- Management Controls and Equities divisions - Implemented operational, strategic, and risk analyses. **1993-1995**

## EDUCATION

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- UCLA Anderson Graduate School of Management.** **Los Angeles, CA**  
*M.B.A. (emphasis in Finance and Real Estate)* **03/2006 (early graduation)**
- *Leadership:* Riordan Fellows Mentor Program volunteer. Ocean Park Community Center Volunteer. AREA Newsletter editor.
- UC Berkeley - Boalt Hall School of Law** **Berkeley, CA**  
*J.D., (law degree, graduated in top 30% of Class; Editor & Published author (Berkeley Technology Law Journal).* **05/1999**
- High Honors (top 10%) in 3 classes; Moot Court Competition: Awarded school-wide prestigious Best Brief honor.
- Yale University** **New Haven, CT**  
*B.A., (Majors: (1) Economics & (2) Ethics; Politics & Philosophy). Graduated cum laude with Distinction Honors.* **05/1993**

## SKILLS & ADDITIONAL INFORMATION

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- *PC Applications skilled in:* Course certified in Avid (Media Composer 8.8) and Premiere Pro CC 2017. Photoshop wiz. WordPress. Dreamweaver. Creative Cloud - Acrobat XI, Photoshop, InDesign, Illustrator & Office 2016/365. Movie Magic Scheduler/Budgeting.
  - Extensive knowledge of GoDaddy/Google Search Engine Optimization, social media and Internet based client service marketing.
  - Active community service, travel, film, and hiking. Recent travel includes Sri Lanka, Thailand, Ethiopia, UAE, Mali and Mexico.
  - Strong management skills; excellent communications and presentation skills. Fluent in Spanish; Elementary German.