



Pete Thottam (JD MBA)

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EXPERIENCE

- CONTRACT WORK** – *Real Estate, Intellectual Property, Transactional & Contract Management work.* **Los Angeles, CA**
11//06-present
- Contracted on various entertainment & transactional/litigation projects including for Amazon, Audi and Netflix; I have worked with Amazon (*Transparent* series), Netflix and the L.A. Community Redevelopment Agency and various law firms.
 - I summarized over business contracts for senior executives; I also coordinated 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; Represented landlords (and tenants) in lease negotiations;
 - Successfully tried & won unlawful detainer & collection actions. Litigation experience – Breach of Contract, Bankruptcy, Appeals.

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**
03/06-11/06
- Prepared leases for TESCO retail chain rollout (purchase and sale agreements, ground leases and retail leases).
 - 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**
2002-2003
- Worked as business development director for Syndicated Legal Research Division and oversaw three employees.
 - Coordinated staffing of 16 Fortune 500 multiple research projects with certified legal specialists; edited and finalized projects.

- O'Melveny & Myers LLP** – *Corporate Associate (Commercial Lending; Securities, Real Estate)* **San Francisco, CA**
2001-2002
- Conducted all due diligence for several \$100 million plus financings including one REIT secondary offering.
 - 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**
1999-2001
- Worked on M&A transactions, equity offerings (Genentech, Healthon/WebMD, HP, Netflix & more), & SEC filings.

- Goldman Sachs & Co.** – *Analyst* **New York, NY**
1993-1995
- Management Controls and Equities divisions - Implemented operational, strategic, and risk analyses.

EDUCATION

UCLA Anderson Graduate School of Management. **Los Angeles, CA**
03/2006 (early graduation)
M.B.A. (emphasis in Finance and Real Estate)

Leadership: Riordan Fellows Mentor Program volunteer. Ocean Park Community Center Volunteer. AREA Newsletter editor.

UC Berkeley - Boalt Hall School of Law **Berkeley, CA**
05/1999
J.D., (law degree, graduated in top 30% of Class; Editor & Published author (Berkeley Technology Law Journal).

High Honors (top 10%) in 3 classes; Moot Court Competition: Awarded school-wide prestigious Best Brief honor.

Yale University **New Haven, CT**
05/1993
B.A., (Majors: (1) Economics & (2) Ethics; Politics & Philosophy). Graduated cum laude with Distinction Honors.

SKILLS & ADDITIONAL INFORMATION

- 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.