



# Pete Thottam (JD '99; MBA'06)

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## EXPERIENCE

**CONTRACT WORK** – *Law Firms (corporate/real estate); LA City (CRA/LA) & contract IT/Legal work.* **Los Angeles, CA**

- Conducted real estate & transactional legal work for various L.A. firms; From January 2012 to May 2012, I carried out contract work for L.A.'s Community Redevelopment Agency and summarized over 140 real estate developer contracts for CRA/LA 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; Analyzed and monitored developer agreement requirement compliance; Created database with Developer Agreement summary data; Consulted on several property management projects and have won several unlawful detainer & collection actions at trial. I am immediately available for work leveraging my legal, real estate, IT/SEO, community relations, negotiations, and other skill sets. **11//06-present**

**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**<sup>TM</sup> *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**

- Originated client relationships; Managed SEC filings & corporate records for Palm, Sun, HP and Homestore. **1999-2001**
- Collaboratively negotiated 5 M&A transactions; worked on equity offerings, venture capital financings, and SEC filings.

**Goldman Sachs & Co.** – *Analyst* **New York, NY**

- Management Controls and Equities divisions - Implemented operational, strategic, and risk analyses. **1993-1995**

## EDUCATION

**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**

## ADDITIONAL

- Urban Land Institute Young Leader. Regularly attend networking meetings and local real estate conferences.
- Fluent in Spanish; Elementary German.
- Extensive knowledge of Search Engine Optimization, social media and Internet based client service marketing.
- Computer Programming experience in Android Application Development, Adobe Creative Suite (Photoshop, Dreamweaver, Flash), Java, C, C++ and Visual Basic (Eclipse IDE & Visual Studio 2010 Programming IDEs).
- Active community service, travel, film, and hiking. Recent travel includes Sri Lanka, Thailand, Ethiopia, UAE, Mali and Mexico.
- PC Applications skilled in:* WordPress, Creative Cloud - Acrobat XI, Photoshop, InDesign, Illustrator & Office 2013/365.
- Rich real estate analysis experience and strong management skills; excellent communications and presentation skills.