



Pete Thottam (JD '99; MBA'06)

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EXPERIENCE

CONTRACT WORK – *Tech, Film/Entertainment & contract IT/Legal work. Real Estate. Law.* **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 CompanyTM *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**

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 2013/365.
- Extensive knowledge of GoDaddy/Google 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.
- Rich real estate analysis experience and strong management skills; excellent communications and presentation skills.
- Fluent in Spanish; Elementary German.