



# Phoenix Thottam (JD MBA)

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## EXPERIENCE

- CONTRACT WORK** –*Real Estate Leasing/Litigation, Entertainment industry transactional work.* **Los Angeles, CA**
- Contracted on various entertainment & transactional/litigation projects including for Amazon, Audi and Netflix; **11//06-present**  
I have recently worked with Genesis Capital (Goldman Sachs subsidiary / Mortgage banking & Legal); Amazon (*Transparent* series), Robert Half, Netflix and the L.A. Community Redevelopment Agency and various law firms, corporations and Trust entities.
  - I used Excel & Access to summarize and analyze business contracts for senior executives; I coordinated compliance management and implementation of tracking procedures & monitoring for approximately \$726 million in 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**
- 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 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**
- 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 M&A transactions, equity offerings (Genentech, Healthon/WebMD, HP, Netflix & more), & 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

**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. Quickbooks & Photoshop wiz. WordPress. Dreamweaver. Creative Cloud - Acrobat XI, Photoshop, InDesign, Illustrator & Office 2016/365. Movie Magic software.
- 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.