



Phoenix Thottam (CALBRE#01710790; JD MBA)

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Commercial Broker, Real Estate Attorney & Developer – PhoenixThottam.com

EXPERIENCE

Contract Work – Broker & Senior Associate at Rosano Partners, Keller Williams Broker Associate **Los Angeles, CA**
(CALBRE #: 01710790), Property Management, Legal Advisory (Litigation; Transactional) **11//06 - present**

- Broker Officer – Senior Broker Associate at Rosano Partners (Retail & Multi-family); Keller Williams Santa Monica; Contract work with Cowley Real Estate Partners as Development Project Manager - developed Mixed-Use, special purpose & creative office real estate projects in Los Angeles; prepared Project Evaluation Return on Costs and Project IRR analysis models; Worked directly with clients' accountant/bookkeeper to prepare development cost budgets for desired components of the Project; Contracted on transactional/litigation projects including for Amazon, Audi, Netflix, Genesis Capital (Goldman Sachs subsidiary / Mortgage banking/legal), Amazon (Transparent series), Robert Half, Netflix and L.A. Community Redevelopment Agency and various law firms, corporations and Trust entities. Used both Excel & Access to summarize and analyze business contracts for senior executives including developer agreement compliance; Coordinated compliance management and implementation of tracking procedures for approximately \$726 million in real estate development loans and contracts;
- Drafted commercial leases; MS Excel lease cash flow & pivot tables; Represented landlords and tenants in lease negotiations;
- Tried & won unlawful detainer & collection actions. Litigation experience – Breach of Contract, Probate, Bankruptcy, Appeals.

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 & negotiated TESCO lease agreements, easements, loan documents, deeds, bills of sale, assignment & 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**
- Prepared corporate documents, demand letters, prepared client contracts, UCC Article 9 summaries..

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 (Equity Capital Markets & Management Controls) **New York, NY (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 – B.A. (1) Economics & (2) Ethics, Politics & Philosophy. Cum Laude/Distinction. **New Haven, CT (05/1993)**

SKILLS & ADDITIONAL INFORMATION

- *PC Applications skilled in: Excellent Microsoft Excel cash flow modeling skills. Argus. Social Media certified. 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. Excellent Presentation and Marketing skills.*
- Extensive knowledge of GoDaddy/Google Search Engine Optimization, social media and Internet based client service marketing.
- Enjoy travel, film/photography, and hiking. Fluent in Spanish; Elementary German.