



Pete Thottam (JD '99; MBA'06)

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EXPERIENCE

CONTRACT WORK

Los Angeles, CA

- Conducted corporate, real estate litigation & transactional legal work for various L.A. firms and L.A. City. 11//06-present
- Worked as a political consultant for two congressional candidates (Marcy Winograd & Janice Hahn campaigns).
- Successfully ran various property management efforts and won several breach of contract, probate, unlawful detainer & collection actions at trial (LA Superior). I am immediately available for work leveraging my IT skills (Excel, MS Access, Photoshop), web design skills (Dreamweaver, Expression Web), finance/real estate, legal and other professional skill sets. References available upon request.

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, high net worth individuals and real estate investment companies in complex real estate transactions, including the acquisition, financing, development, leasing and sale of apartment complexes, condominiums, shopping centers, and mixed-use projects..
- 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 including operating agreements, limited partnership agreements and bylaws; review land surveys and title documentation.

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 corporate research projects with certified legal specialists; edited and finalized projects.

O'Melveny & Myers LLP – Corporate Associate

San Francisco, CA

- Advised on two \$50 million financings including one real estate investment trust 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.
- Conducted all real estate and financial contract due diligence for legal opinion on \$240 million Golf Trust REIT credit restructuring.

Wilson Sonsini Goodrich & Rosati – Corporate Securities Associate

Palo Alto, CA

- Originated two client relationships; Managed corporate records for Palm, Sun Microsystems, 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.
- Coursework Focus:* Urban Land Economics, Real Estate Development, Investments, Finance, Private Equity & Venture Capital.

UC Berkeley - Boalt Hall School of Law

Berkeley, CA

J.D., (graduated in top 30% of Class; High Honors; Won prestigious "Best Brief" honor for Moot Court)

05/1999

- Berkeley Technology Law Journal. Leadership:* Development Editor (1997-98). Raised \$30,000 in 1997-98. Published author.

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; Extensive knowledge of Search Engine Optimization, social media and Internet based client service marketing.
- Interests include computer programming (PHP, C, Javascript), community service, travel, film, and hiking.
- PC Applications:* Dreamweaver CS5, MS Access, Excel 2010, Acrobat X, Photoshop CS4, Adobe CS6, PowerPoint 2010 & more.
- Rich real estate analysis experience and strong management skills; excellent communications and presentation skills.