

## A. PLATON ALEXANDRAKIS

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### CORPORATE COUNSEL

Significant Fortune 500 and small business corporate law experience including negotiating with national and international entities, including banks, insurance companies and other businesses. Exceptional leader with track record of successfully partnering with accounting, finance, and other corporate functions.

#### LEGAL COMPETENCIES

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|---------------------------------|-------------------------------|-----------------------------|
| ✓ Mergers & Acquisitions        | ✓ Contracting and Negotiating | ✓ Compliance                |
| ✓ Organizational Development    | ✓ Project Management          | ✓ Regulatory Research       |
| ✓ International Experience      | ✓ Cross-function Partnering   | ✓ Member of the Florida Bar |
| ✓ Management of Outside Counsel | ✓ Mediation Experience        | ✓ Corporate Governance      |
| ✓ Real Estate Transactions      | ✓ Insurance Negotiations      | ✓ Bank Negotiations         |
| ✓ Real Estate Transactions      | ✓ Civil Defense Litigation    | ✓ Maritime Law              |
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### PROFESSIONAL HISTORY

ALEXANDRAKIS LAW PLLC. ~ Miami, FL

May 2014 – Present

#### SOLE PRACTITIONER

Owner of law practice that focuses on corporate transactional work including assisting new companies from the incorporation process onward. Specialize in creating and negotiating various types of corporate contracts. Represent several businesses with yearly revenues above five million dollars. Specialize in civil defense litigation either representing small business or individuals. Have litigated in Federal Court and have vast experience in Maritime Law, including shipping, vessel purchases and US Coast Guard issues. Extensive experience in Real Estate Law including litigation, real estate closings, leases and landlord tenant disputes.

#### *Key Accomplishments:*

- Started solo practitioner practice in 2014 and have grown the practice 10-fold in only three years.
- Represent Latin Grammy Award winning artist as well as local Miami Celebrities.
- Settled numerous disputes valued over \$500,000.
- Negotiated several Mergers and Acquisitions.
- Represent clients from North and South America as well as Europe.

BERNUTH AGENCIES INC./JORDAN SHIPPING INC. ~ Miami, FL

December 2010 – July 2017

#### GENERAL COUNSEL

Serve as sole legal counsel for international shipping line. In charge of all legal issues pertaining to the company including corporate governance, contracts, management of outside counsel, insurance, bank negotiations, management of foreign entities, management of real estate, real estate transactions, bank loans and corporate transactions among other things.

#### *Key Accomplishments:*

- First and sole in-house attorney for company.
- Successfully reorganized corporate governance of both domestic and international affiliated companies.
- Lead all contracting efforts with new clients, leases, settlements, real estate transactions with both domestic and international clients.
- Key contact and negotiator in sale of part of company worth over \$15 million. Negotiated Asset Purchase Agreement and all accompanying agreements. Additionally, headed the transition and integration phases of the transaction.
- Handle all claims both maritime and civil.
- Perform litigation for certain civil and corporate issues.

UNIVERSITY OF MIAMI ~ Miami, FL

August 2017 – Present

#### FULL-TIME LECTURER

Serve as Full-Time Lecturer for Business Law Department. Taught BSL 212, Introduction to Business Law and BUS 300 Critical Thinking and Persuasion for Business to undergraduate students. Additionally taught MBA students BUS694, Real Estate Law, BUS 602, Critical Thinking and Writing and BUS 603 Critical Thinking and Effective Speaking. Received excellent student evaluations and feedback.

**ADJUNCT PROFESSOR**

Served as Adjunct Professor for Business Law Department. Taught BSL 212, Introduction to Business Law to undergraduate students as well as BUS694, Real Estate Law, and BUS 602, Critical Thinking and Writing to MBA students. Received excellent student evaluations and feedback.

**ASSURANT SOLUTIONS CANADA ~ Toronto, ON****May 2010 – December 2010****ASSOCIATE COUNSEL/CONTRACTS MANAGER**

Served as counsel for International Business Law Department of Assurant Solutions Canada. One of two lawyers in charge of credit and warranty corporate legal issues for a Fortune 500 company which has over 70% of the market share of credit insurance and extended warranty programs in Canada. Partnered with International Extended Warranty and Credit Insurance businesses to support all contracting needs. Examined new regulations and their effects on current and potential new business. Collaborated heavily with Accounting, Finance, Risk Management and Compliance functions.

***Key Accomplishments:***

- Led the Canada-based legal contracting efforts with new international client, while also working with the US Legal department as the client's business became a North America-wide client.
- Successfully completed a tri-party administrative services agreement and reinsurance agreement with two new customers to commence a new warranty program throughout Canada.
- Researched current regulations and created the legal portion of an RFP to a potential international cellular phone provider business partner.
- Worked closely with the CFO and business to renew a relationship with a Canada-wide warranty provider.
- Assisted in the integration of the Legal Department of a recently acquired company.

**ASSURANT ~ Miami, FL****2007 – 2010****ASSOCIATE COUNSEL – Assurant Solutions/Assurant Specialty Property**

Served in first-ever Legal Associate rotational training program through Corporate Legal, Government Relations, Legal Departments and Business Law Department. Teamed on several M&A deals, and was also a member of the company-wide Contracts Committee. Additionally managed all intercompany agreements between the over 50 subsidiary companies of Assurant.

***Key Accomplishments:***

- Served as part of the Legal team in charge of three potential mergers/acquisitions. Assisted in closing one international acquisition and now assisting in integrating that acquisition.
- Drafted, organized and executed all inter-company agreements, both domestic and international. Worked extensively with the Accounting and Finance Departments as well as with several State Insurance Departments to ensure accuracy and compliance.
- Drafted and negotiated a wide array of contracts for the Corporate Legal department in Miami while working very closely with Risk Management and Compliance including: nationwide facilities contracts, contracts with Miami-Dade County, and contracts with new vendors.
- Served as one of the original and longest-standing members of the company-wide Contracts Committee which was in charge of implementing company-wide contract standards.

**ASSURANT ~ Miami, FL****2006 – 2007****IN-HOUSE LEGAL INTERN – Assurant Solutions/Assurant Specialty Property**

Served as the first In-House Legal Intern of Assurant Solutions and Specialty Property. Worked with four members of the corporate counsel team and assisted them in research and drafting.

***Key Accomplishments:***

- Performed detailed research of U.S. state insurance laws as well as federal laws, including extensive research on reinsurance.
- Compiled several 50-state surveys pertaining to referral fees, interest rates on claims, and non-filing fees and assisted with compliance implementation.

**MIAMI-DADE STATE ATTORNEY'S OFFICE ~ Miami, FL****Summer 2005****CERTIFIED LEGAL INTERN**

Served as a certified legal intern at the State Attorney's office as a result of successfully completing a Litigation Skills class that provided training by judges and attorneys.

***Key Accomplishments:***

- Litigated independently bench trials and with the assistance of a State Attorney litigated jury trials.
- Contacted victims, interviewed witnesses, researched case law, prepared appeals and motions, set pleas along with performing daily trial duties.
- Interacted daily with judges and other attorneys.

**LAW OFFICES OF CHAVEZ & DELEON ~ Miami, FL****2004-2006****SUMMER ASSOCIATE**

Worked on cases involving both the Miami and California offices and went to court on several occasions with Partner John DeLeon.

***Key Accomplishments:***

- Wrote a complaint where Ford Motor Company was one of the defendants for a case that Ford eventually settled.
- Researched human rights, civil rights, family law, personal injury issues as legal counsel of Mexican/Guatemalan Consulates.
- Drafted demand letters, letters of intent to sue, and orders.
- Researched and drafted Temporary Emergency Guardianship, including boilerplate language to be used in future cases.
- Corresponded with clients to discuss case status. Conducted client intake. Interviewed witnesses and attended hearings.

**EDUCATION**

**JD** (Corporate Law)/**MBA** (Finance) ~ University of Miami, FL

**BS** (Applied Physics) ~ University of Miami, FL

**SKILLS & INTERESTS**

Secretary of Board of Directors, The Archimedean Academy 2004 - Present.

Founder and Owner of [www.proCanes.com](http://www.proCanes.com) and Co-Founder and Co-Host of allCanes Radio.

Fluent in Greek, basic French and basic Spanish.