**John**

[**John.336737@2freemail.com**](mailto:John.336737@2freemail.com)

**SENIOR LEGAL CONSULTANT**

* **Versatile and highly accomplished** Legal professional known for adding significant value by leveraging a combination of legal proficiency, industry knowledge, and business acumen to influence key stakeholder decisions in diverse industries.
* **Excellent interpretation and analytical** skills demonstrating practical application of laws and regulatory issues, corporate governance, business practices and finance.
* **Outstanding track record in applying** objectivity, sound judgment and negotiation skills to successfully close transactions, disputes and business challenges while complying with the contractual terms, procedures and regulations.
* **Expert in preparing legal briefs**, developing strategies, interpreting/ legal documents and advising management on further proceedings.
* **Specialized in Recovery/Repossession of Assets** as well as dealing with the Police and government authorities in rural and semi-rural areas across India and providing advisory in critical situations related to criminal cases.
* **Adept in drafting and vetting of contracts** pertaining to Project Finance, Joint Ventures, Mergers & Acquisitions as well as dealing with Consortium, documentations and concluding transitions.
* **Proven ability to interact effectively** with people of diverse nationalities and cultivating enduring relationships with clients, and colleagues through honesty, integrity and commitment to excellence.

**CORE COMPETENCIES**

▪ Senior Management Advisory ▪ Relationship Management ▪ Monitoring Legal and Regulatory Developments ▪ Resolving Litigation Issues ▪ Contract Negotiation and Drafting ▪ Regulatory Compliance ▪ Legal Research ▪ **Policy Development** ▪ Mitigating Operational Risk ▪ Transaction Structuring ▪ Loan Document Standardization ▪ Dispute Resolution/Settlement Claims ▪

**KEY SKILLS AND ACHIEVEMENTS**

* **Litigation Management**
* Manugraph India: Track record of filing criminal compensation suits, the prominent being the one against Director, VP Sales and some engineers for infringement of copy right, trademarks and patent, along with criminal offences.
* Successfully defended a false claim filed by the excise department and on going through the documents noticed that the company claimed only 1% of duty drawback instead of 3% as provided by the Government. Successfully claimed the balance 2% of the duty drawback by filing supplementary claim on the earlier exports amounting to INR 50,00,000/-.
* **Risk Management**
* L&T finance: Detected flaws in the internal control and audit systems wherein multiple complaints for dishonor of cheques were filed even though installments were paid on time. Rectified this by ensuring that every complaint filed was reconfirmed with recovery officer of the area, thereby protecting reputation and avoiding unnecessary litigation.
* **Legal Negotiations**
* L&T Finance: Successfully handled the notices issued by the High Court of Bombay one being of contempt of court against the president of the company, wherein they were directed to hand over the transit mixers to the borrowers. Utilized strong negotiation and technical skills to get equipments into working condition for delivery to the borrowers.
* **Project Management**
* Manugraph India: Effectively managed maintenance projects on time and within schedule. Handled all aspects of the project, which included issuing tenders, appointing contractors, while settling pending disputes with owners of the land and the occupiers for transfer of ownership, which was intensely contested.
* **People Management**
* L&T Finance & Manugraph India: Efficiently managed the staff, even though they had specified roles. Identified staff which was skillful, able and willing to work and made them more productive by effective encouragement and support.
* **Recovery Management**
* L&T finance: In a recovery case against an MLA from Parbhani, Maharashtra, issued proclamation to summon the defaulter to attend court and negotiated with him to pay his long standing dues and along with the dues of those for whom he stood as a guarantor, which he willingly paid and later requested me to come on the panel of the Sugar Co-operative Society of which he was a member.
* Recovered earth moving machineries physically of amount in INR 3 Crores on a mining site in Karnataka after filing criminal complaints against the defaulters for committing assault on the recovery officer and later initiated recovery proceedings for pending dues.
* Initiated recovery proceedings against a media company and its directors in the nature of dishonour of cheques, arbitration and winding up and successfully repossessed all the assets of the company and its guarantors on obtaining an order of attachment form the High Court.
* Recovered long pending dues of defaulters through negotiations by convincing them to pay the total principle amount and part of the interest as a onetime solution.
* Detected flaws in the internal control and audit systems wherein multiple complaints for dishonor of cheques were filed even though installments were paid on time. Rectified this by ensuring that every complaint filed was reconfirmed with recovery officer of the area, thereby protecting reputation and avoiding unnecessary litigation.
* Successfully handled the notices issued by the High Court of Bombay one being of contempt of court against the president of the company, wherein they were directed to hand over the transit mixers to the borrowers. Utilized strong negotiation and technical skills to get the equipment into working condition for delivery to the borrowers, thus evading arrest.

**CAREER HISTORY**

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| **Legal Consultant** | Advisory /Chamber Services | **2015 – Present** |

* Providing advisory services to various clients on matters related to litigation and settlement cases in criminal, labor, family, societies & other civil disputes.
* Responsible for the settlement of disputes through negotiations and mediation; also drafting notices and vetting contracts.

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| **Manager (Legal & Commercial) |** Manugraph India Ltd | **2010 – 2013** |

* Advising on issues concerning Foreign Regulation, Real Estate, Labor issues, Contracts, NDA’s, Intellectual Property, litigation and non-litigation cases in civil /criminal matters etc. Reporting to Chairman, Vice-Chairman & Managing Director.
* Understood business to interact effectively with sales, production and finance departments and learnt to deal with people with varied opinions, while keeping in mind the company’s objective.

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| **Legal Consultant** | Independent Practice | **2008 – 2010** |

* Independently appearing/pleading before the Metropolitan Magistrates Court, Small Causes Court, Sessions Court and have conducted trials in criminal, civil, labor, divorce cases, real estate matters and counseling.
* Learnt the procedures and demonstrated strong ability to settle disputes and was able to counsel.

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| **Legal Consultant** Reporting to - Chief Legal Advisor | L & T Finance Ltd | **2006 – 2008** |

* Provided litigation and non-litigation services, appraised business groups on relevant and latest judgments of the Supreme Court, and High Court and discussed the impact on the business.
* Externally, interacting with operations personnel and advocates all over India, directing and advising them on critical cases and/or making personal visits in rural as well as semi-rural areas and multitasking.
* Understood the hardships faced by the sales personnel and played the role of a mediator between them and the borrowers.

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| **Legal Consultant** | Independent Practice | **2002 – 2006** |

* Independently appearing/pleading before the Metropolitan Magistrates Court, Small Causes Court, Sessions Court and have conducted trials in criminal, civil, labor and divorce cases and counseling.

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| **Executive Member** | Engineering Workers Association affiliated to INTUC, IMF & ILO | **1994 – 2002** |

* As an Executive member, attended conferences on change in technologies and labor policies after India signed the GATT organized by the ILO & IMF. Resolved labor disputes through negotiation and non-violence procedures.
* Analyzed the main objective of the trade union as the protectors to the industry, while regularly resolving labor disputes.

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| **Chairman (Honorary)** | Sunayana Co-operative Housing Society Ltd. | **1996 – 2013** |

* Successfully completed the construction of the society for the low income group, even though 50% of the members delayed in paying the construction cost and successfully negotiated the dispute with the builder including anti-social elements to construct the society by paying only 70% of construction cost and retained 30% cost as fine from the builder.
* Understood hardships in construction and importance of contract to bind the builder from breaching the terms of contract.

***Commenced career in the year 1984 as a production worker and subsequently handled multiple technical roles related to Maintenance, Production & Quality Control before moving into the legal profession.***

**EDUCATIONAL QUALIFICATIONS**

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| **MBA in Finance |** De Montfort University, Leicester, UK | **2013 – 2015** |
| **L.L.M (Human Rights)** | Mumbai University, Mumbai, India. | **2004 – 2006** |
| **BLS. L.L.B** (5 year course)|Government Law College, Mumbai, India | **1996 – 2001** |
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**COMPUTER PROFICENCY**

Microsoft Word, Power Point and Excel.

**PERSONAL DETAILS**

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| **Marital Status:** Single | **Nationality:** Indian |