

## **Erika Barclay**

2343 West 56th Street New York, NY 10024 | Mobile: 917.224.6566 | ericabarclay@hotmail.com

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### **Professional Profile**

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I am an experienced Attorney in the areas of intellectual property, digital media rights, telecommunications and general, commercial counsel activities with a proven track record of providing corporate legal counsel to numerous companies. My experience working for international entities on numerous, simultaneous deals have led to a history of growth in a variety of settings. I am looking to utilize my experience in a Corporate Counsel role with a respected organization that values leadership, creativity and results.

*I am fluent in English, French, and Mandarin Chinese, and am open to extensive travel and international relocation.*

- General Counsel
- IP and Digital Media Law
- Media Property Rights
- General Commercial Work
- Contract Negotiation
- Business and Corporate Law
- Document Review and Assessment
- Telecommunications

### **Professional Experience**

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#### **Academy of Chinese Language Studies – Beijing, China 1/2009 to 8/2009**

##### ***Freelance Legal Counsel***

- Served as common law, legal counsel, responsible for many aspects of legal advice concerning an increase in employment matters due to an increase in number of American staff.
- Forged and nurtured relationships with Chinese government officials, acting as the main point of contact for legal matters in accordance with Beijing laws and regulations.
- Accountable for preparing numerous discovery materials and court documents in preparation for arbitration proceedings, trials and various hearings and depositions.

#### **Bloomberg L.P. – New York, NY/Paris, France 2007 to 2008**

##### ***Senior Legal Counsel, International Media & Intellectual Property, EMEA***

- Counseled client companies in the drafting and negotiating of commercial agreements for the sale, license and distribution of high-tech software systems and solutions.
- Proposed and drafted internal contracts related to digital and new media, hardware, software and integrated products related to intellectual property, technical support, non-disclosure policies and professional services.
- Acted as the principal liaison with key opinion leaders in the Chinese government, growing relationships across a broad range of cross-cultural competencies.
- Reviewed and negotiated RFP's from conception to implementation, supporting customer and supplier agreements in accordance with key stakeholder scopes and specifications.
- *Key Accomplishments:*
  - Acted as a subject matter expert with TUPE and the EU Acquired Rights Directive.
  - Responsible for pre-approving all advertising on radio and television, ensuring marketing materials were directed toward specific demographic groups and were compliant with industry regulations.

#### **Efficient IP, Inc. – New York, NY/Paris, France 2002 to 2006**

##### ***In-house Legal Counsel, EMEA***

- Served as a lead strategist in the coordination of uniform, company-wide Pan-European agreements and policies, managing global counsel teams on high quality, common law transactions.
- Negotiated intellectual property and competition law, licensing agreements, international contracting, data protection, general consumer and e-commerce law, while overseeing all litigation processes.
- Oversaw all revenue generating activity, negotiation and drafting technology, and service and outsourcing agreements.
- *Key Accomplishments:*
  - Became knowledgeable in US and EU regulatory issues, providing legal counsel on laws and regulations in accordance with intellectual property and licensing.
  - Built the legal team from scratch, including hiring, training and mentoring industry leading counsel professionals on internal initiatives in the U.S. and Europe.

#### **International Management Group (UK) Ltd. – London, England 2001 to 2002**

##### ***Acting Director of Legal Affairs***

- Provided daily commercial legal advice on motion picture and television rights acquisition, development, production, finance and distribution, acting as the primary contact of two of IMG's international divisions.
- Drafted numerous commercial agreements covering joint ventures, co-promotions, licensing, programming, channels, distribution, employment, management, performance, venue, box office, recording and sponsorship agreements.
- Performed legal research, discovery, and analysis, as well as coordinating the activities of outside counsel for necessary representation.
- Served as the primary liaison on all commercial and production-related issues, including finalizing budgets, artist line-ups, TV and other exploitation arrangements in accordance with Performance Rights Society requirements.

**Viatel UK Ltd. – London, England 2000 to 2001*****Counsel for European Legal Affairs***

- Responsible for providing legal advice to a telecommunications organization on a Pan-European basis, supporting business development and capacity sales groups on long-term business strategies.
- Provided expertise and training to internal staff on regulatory issues in relation to licensing issues, UK regulatory law, EU law and interconnection-related issues.
- Drafted infrastructure agreements, new media contracts and software licenses along with commercial documents that included employment, IT, intellectual law, telecommunications, and leasing agreements.

**Shearman & Sterling – New York, NY/London, England Summer 1995, 1996 to 1999*****Associate, Corporate Finance Department***

- Primarily responsible for creating business opportunities, forging and nurturing long-term relationships with a key portfolio of accounts through consultative business development methods.
- Served as a lead strategist with overall responsibility for the long-range direction and goals of planning, development, and expansion of client initiatives and objectives.
- Advised clients on short-term and long-term marketing strategies, streamlining processes to implement complex corporate transactions to include mergers and acquisitions.
- Provided expertise on cross-border transactions, joint ventures, dispositions, amalgamations, restructurings, and corporate finance transactions.
- Managed client knowledge in numerous corporate law issues, including corporate governance, employment, consulting and non-compete agreements, licensing and distribution agreements, and executive compensation issues.

**Education & Training**

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- Juris Doctor Degree – Fordham University School of Law, New York, NY, (1996)
  - Honors: Fordham Law Review – Editorial and Managerial Boards
  - Legal Writing Teaching Assistant, Moot Court Board
- Bachelor of Arts Degree with Honors in Politics, Philosophy and Economics (2:1) – Worcester College, Oxford University, Oxford, England (1992)
- Bachelor of Arts Dual Degree in Political Science & Women's Studies – University of Rochester, Rochester, NY (1992)
- Diploma in International Humanitarian Assistance – Center for International Health and Cooperation, Geneva, Switzerland (2007)
  - A comprehensive, unified training and highly intensive multi-disciplinary academic source, focusing on the simulation of humanitarian crises, lectures, workshops and field experiences
- Diploma in Mandarin Chinese – Academy of Language Studies, Beijing, China (2009)

**Professional Affiliations**

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- Bar Admission – Admitted to practice law in New York
- Qualified Lawyers Transfer Test – Head III passed, Heads I & II scheduled to be taken in 2009
- International Bar Association and New York City Bar Association
- Groupe de Travail Contrats Internationaux
- New York Society for Ethical Culture – Active Member
- Global Alliance for Justice Education – Active Member
- Amnesty International – Volunteer since 1993 with experience in procurement, negotiation, restructuring, and research and development