

JEFFREY NERDIN

(805) 284-8807 · jeff@nerdin.com

PROFILE

Skillful and dedicated attorney with extensive law firm and in-house corporate and transactional experience, offering exceptional problem solving skills and extremely detail oriented approach to project management. Demonstrated expertise in enabling companies to convert ideas and concepts into tangible products and successful business ventures. Proven ability to successfully manage multi-million dollar corporate and real estate transactions. Excellent communication, analytical, presentation, and dispute-resolution skills.

AREAS OF EXPERTISE

- Business Law and Transactions
 - Business and Product Development
 - Real Estate Acquisition and Development
 - Contract Negotiations
 - Intellectual Property
 - Corporate Project Management
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PROFESSIONAL EXPERIENCE

NEOMONDE INDUSTRIES – Santa Barbara, CA

2007 – Present

Vice President of Legal & Business Affairs

- **Identified, built and documented multi-million dollar start-up coalition of inventors, investors and manufacturers** enabling patented Peritus technology to transition from idea to market-ready products; handled all corporate formation, trademark, copyright, contracts, licenses and other legal matters.
- Successfully launched company's business-to-business product development and sales efforts and secured multiple industry giants as clients of the company.
- **Initiated vital global strategic partnerships** with world-renowned architectural firms, engineers and machinery providers to design layout and operations of production plant and to obtain essential regulatory authorizations, certifications and seals of approval.
- Personal successes achieved were pivotal, according to Per Jus Andersen, Chief Science Officer of EKI, in turning around Peritus board product and **transitioning it from a dead project to a core product.**

PRICE, POSTEL & PARMA, LLP / ALLAN & KIMBELL, LLP – Santa Barbara, CA

2005 – 2007

Associate Attorney

- **Decreased time required to draft homeowners' association bylaws and CC&Rs by as much as eighty percent** by implementing cutting edge software technology to update and automate certified master management documents.
- **Substantially increased profitability on flat-rate real estate development projects.**
- Expanded real estate development practice to new markets in Northern Santa Barbara County and Ventura County by forging strategic relationships with area developers, title insurance companies, surveyors and engineers. Also, marketing practice through regular speaking engagements with regional associations of homeowners' association board members and other industry groups.
- **Skillfully guided real estate developer clients through all phases of numerous, concurrent multi-million dollar residential, mixed-use and commercial real estate development projects** in Santa Barbara County, one of the most challenging counties in California for new development.
- Continually advised corporate clients in areas of corporate formation and documentation, regulatory compliance, business transactions, trademark and copyright, corporate finance and executive employment matters.

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IVERSON, YOAKUM, PAPIANO & HATCH, LLP – Los Angeles, CA
Associate Attorney

2004 – 2005

- Co-developed successful real estate, corporate and entertainment transactional practice within a firm previously focused almost exclusively on entertainment litigation; **brought in numerous new business clients and attracted new transactional work** from existing litigation clients to build a self-sustaining three-attorney transactional practice group within two years.
- Advised start-up restaurant client in connection with financing, licensing and operation of a successful new chain of restaurants in the Los Angeles area, including work in connection with employment, trademark and copyright, real property and equipment leasing and franchising matters.
- Provided broad range of business counsel, intellectual property advice and litigation support to national entertainment venue management and event production company, with **primary responsibility for successfully drafting, conducting due diligence and closing multiple business and real estate transactions in excess of \$100 million.**

DAVIS WRIGHT TREMAINE, LLP – Portland, OR
Associate Attorney

2001 – 2004

- Upon law school graduation, brought onboard to serve as associate specializing in intellectual property, corporate finance and securities, and telecommunications law.
- Personally attracted at least six new clients to the law firm within my first two years of legal practice, including a substantial software development firm - **was the only first or second-year associate to attract significant new business to the firm.**
- Launched successful initiative to restructure and redesign the firm's website to drive traffic and support firm-wide marketing efforts, and led team in the selection and testing of new time-entry and practice management software.
- Promoted to Associate Attorney after successful tenures, concurrent with graduate education, as Law Clerk and Summer Associate (May 1999 to July 2001).

EDUCATIONAL BACKGROUND

NORTHWESTERN SCHOOL OF LAW AT LEWIS & CLARK COLLEGE – Portland, OR
Juris Doctor (2001)

LEWIS & CLARK COLLEGE – Portland, OR
Bachelor of Science in Biology (1998)
❖ *Graduated cum Laude*

LICENSURE

CALIFORNIA STATE BAR ASSOCIATION, Member, 2005 – Present
OREGON STATE BAR ASSOCIATION, Member, 2001 – Present

FOREIGN LANGUAGE PROFICIENCIES

ITALIAN, Fluent; SPANISH, Less so; FRENCH, Miserable