

MR. KIM GUY VON ARX

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SENIOR LEGAL COUNSEL

High-integrity, energetic, and innovative senior legal counsel with proven ability to create successful outcomes in complex and sensitive situations. Extensive and proven hands-on skills in the management, advice, on, and negotiations of legal and policy matters related to policy development, private and public procurement, transactional, IT, marketing, communications, finance, human resources, regulatory matters, and corporate governance.

- Creating & simplifying legal processes
- Managing budgets and P&Ls
- Leading & developing teams
- Negotiating and closing complex national and international deals
- Corporate governance
- Compliance
- Significant experience in many corporate commercial and transactional areas and many regulatory fields
- Significant experience in policy development

PROFESSIONAL EXPERIENCE

Virtual General Counsel, *Cognition LLP*, Ottawa, ON

2007 - Present

Provision of senior legal counsel services to various companies ranging from software development, hardware development, telecommunications, financing, and commercial food processing and close working relationship with senior management.

Key Projects & Achievements:

- Led a division of a large legal department to transition from a fragmented and outdated environment to a functional and streamlined division.
- Developed and managed various legal reviews of mid-sized companies' corporate and business structures and processes and developed client specific policies, procedures, and legal templates.
- Led numerous negotiations ranging in value from around \$50,000 to well over \$200 million and negotiated and/or drafted the resulting contracts.
- Developed new and improved standard legal templates in various areas including service, non-competition, non-disclosure, non-competition, distribution, partnership, sales, consulting, employment, and numerous other transactional templates for various large to mid-sized clients in several different industries.
- Drafted, negotiated, and advised in various areas of the law including: M&A; corporate governance; leasing; corporate financing; telecommunications; venture capital; banking; general corporate and commercial; human resources; IP; privacy; and regulatory in consumer protection, competition, securities, telecommunications, and franchise.

General Counsel, Director of Policy, Corporate Secretary, and CPO, *CIRA*, Ottawa, ON

2002 –2007

Member of the senior management team charged with the management and development of the 14-member legal, compliance, and policy/regulatory departments.

Key Projects & Achievements:

- Re-drafting, shortening, and simplifying all of the legal procedures and documentation of the organization to improve the service level to the stakeholders of the department and the organization.
- Reduced external and operational costs by streamlining all of the business processes within the organization.

- Developed and managed the implementation of two corporate governance reforms which included the restructuring of the board of directors and membership eligibility and the redesigning of the entire online election process for the board of directors.
- Developed and implemented sensitive national Internet regulations.
- Developed standard licensing, procurement, distribution, partnership, sales, consulting, employment, and general transactional templates for all internal departments.
- Managed the provision of all legal and policy services to all internal departments ranging from IT, marketing and communications, finance, human resources, operations, and the board.
- Managed all international transactions including IP licensing, distribution, and confidentiality/non-competition arrangements

Associate, Bowley Cuffari, Ottawa, ON

2001-2002

Counsel and associate in a small law firm while completing an LL.M. degree at the University of Ottawa.

Associate, Cox and Palmer, Halifax, NS

1999-2001

Member of the complex commercial litigation group. Involved and assisted in two multinational-several-hundred million dollar litigation files and had carriage of several small to mid-sized litigation proceedings. Also, practiced in the area of immigration law representing clients from various European countries.

ACTIVITIES AND COMMITTEES

Executive Director, CENTR, Brussels, Belgium and London, United Kingdom

2006 – 2008

- First non-CEO and non-European based member-elected executive director.
- Transitioned and restructured the organization to a consensus-based organization that included the implementation of new internal processes and procedures.
- Hired a new CEO.

Member of international working groups, worldwide

2003 – 2010

- Member of working groups on IP, privacy, consume protection, and Internet governance.
- Chair of 3 working groups on privacy, consumer protection, and Internet governance.

EDUCATION

LL.M. in Law and Technology, University of Ottawa, ON, Canada

LL.B., University of New Brunswick, NB, Canada

LL.B., University of Edinburgh, United Kingdom

B.A., Dalhousie University, NS, Canada

O.A.C., Lakefield College School, ON, Canada

Abitur in math, physics, and history, Schule Schloss Salem, Baden-Württemberg, Germany

PROFESSIONAL AFFILIATIONS AND SECURITY CLEARANCE

- Barristers' Society of Nova Scotia
- Government of Canada Secret Clearance, exp. Dec. 20, 2016
- Law Society of Upper Canada

OTHER SKILLS AND INTERESTS

- Fluently read, write, and speak German
- Certified fire brigade troop commander
- Certified volleyball referee
- PADI certified scuba diver