SCHINOCCA, ROBERTINO
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WORK EXPERIENCE

March 2019 – Current. Contract Associate Manager – Accenture

- Team coordinator for Post-Merger Acquisitions, Contracting and General requests in Canada and South USA.
- Point of contact for Accenture International Limited, an Ireland entity, used for offshore work.
- Training of other team members regarding Accenture's contracting policies and the different approaches to be taken in negotiations.
- Quality assurance and review of contracts negotiated by other team members.
- Support to business and contract management teams with legal queries (labor, termination, indemnities, negotiations, liability, dispute resolution, invoicing, cross border transactions, etc.)
- Support to onshore lawyers (USA and Canada) in complex deals.
- Support and assessment to the Financial Services and Resources business team (USA and Canada) regarding complex deals and queries (system integration, cloud, artificial intelligence, blockchain, APP, BPO, security, etc.).
- Drafting, review and negotiation of complex contracts for the Financial Services and Resources OG's (USA and Canada).
- Support to Avanade's (Accenture controlled entity) requests related to license, system integration, and application outsourcing agreements.

March 2017- February 2019. Contract Specialist – Accenture.

- Provide legal support and assessment to the business team regarding the possible consequences of the terms agreed and not agreed in every written agreement or proposal.
- Draft, review and negotiation of terms and conditions for the Financial Services and Resources OG's (USA and Canada). This included but was not limited to: Master and Consulting Services agreements, Non-Disclosure agreements, Request for Proposals, Statements of work, Subcontract agreements, Teaming agreements, etc.
- Supported onshore lawyers (USA and Canada) in complex deals.
- Advice on Data Privacy related matters (GDPR, EU Model Clauses, Data Transfer Agreements).

August 2015 - February 2017. Junior Lawyer - Banco Santander Río S.A. – Corporate banking.

- Draft and review loan contracts (bilateral and syndicated).
- Negotiation and settlement of claims made by capital markets investors.
- Provide legal advice in hedge funds structures and procedures at Comisión Nacional de Valores (regulatory entity).
- Provide legal advice in foreign trade and access to currency market.
- Negotiation of corporate banking contracts.
- Negotiation of terms and conditions in first demand guarantees issued by international companies and/or standby letters of credit issued by international banks.
- Review terms and conditions of all publicity made by the bank's commercial officers.
- Analyzed legal background and jurisprudence for new projects.
- Analyze and respond to Central Bank inquires.
- Provide legal advice in Central Bank's and Treasury's bonds emissions.

June 2012 - March 2015. Legal advisor for municipalities and provinces.

- Draft, review and negotiation of construction agreements.
- Provide legal advice in public tenders (legal forms) or RFP's and create proposals making sure they comply with all legal conditions.
- Provide legal advice on property instruments and other similar documents with material defects.

March 2010 - December 2010. Trainee at Law Firm "Viggiano".

EDUCATION

2014. Austral University – Diploma in Corporate and Finance Law.
2013 – 2014. Austral University – Master in Business Law. Focused in business law, bankruptcy, corporate debts, contracts, banking law, international commerce and labor law.
2006 – 2010. Austral University – Law degree.

LANGUAGES

English. Fluent.
Spanish. Native