# Career Profile

Dynamic financial services and business leader with over 30 year’s results-oriented experience in the Commercial transaction sector and legal services. Successful background with Real Estate Development, R.E.I.T’s, Private Equity, Regulatory, Risk Based Investments, and Global Financials. Managed production and development of multi-million dollar merger and acquisitions, capital finance and long term investments. Known for unique ability to provide creative and innovative solutions that deliver results. Highly skilled at international transactions, insurance entity (related) formations, administration and regulatory compliance.

# Areas of Expertise

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| --- | --- | --- |
| Commercial Transactions | Real Estate Development | Capital Market Finance |
| International Transactions | Captive Insurance | Investment Banking |
| Mergers & Acquisitions | Risk Retention Formation | Executive Leadership |
| Business Development | Regulatory Compliance | Delivering Results |

# Selected Accomplishments and Awards

* Oversaw management buyout of $35 million home warranty company. Saved new owners over $100 million in debt over 20 year loan period via structuring the debt and credit, reducing the risk, and convincing the bank to fund the underwriting. Helped new management sell the company nine years later for a profit of over $200 million.
* Over 30 years of successful merger & acquisition work including structuring transactions, putting together financial documents, and negotiating profitable contracts.
* Represented United States Property and casualty subsidiary of the largest Property and Casualty Insurance Company domiciled in Finland, restructuring specific assets and removing the specific risk from statutory statement to an off-shore captive to enhance surplus.
* Represented lenders and structured bank loans and collateral for RBC Centura, Bank of America and First Union.
* Set up key metrics and methods for acquiring malls and office space that would benefit both parties.
* Led teams of up to 75 staff, increased productivity and efficiency, drove product differentiation, increased profits, and delivered annual growth of over 40% at various organizations.

# Professional Experience

Freer Logic, LLC July 2015 – Present

Privately held corporation whose objective is to integrate grain-based thought technology with 3D training environments.

Chief Operation Officer

* Responsible for contract formation and administration, Capital Funding and all business matters related to the entity.

Edward V. Zotian 2000 – Present

Managing Director

* Provide business and financial expertise for all transactional matters.

Unitex Group USA, LLC 2013 – 2015

Multi-faceted manufacturing company servicing companies with a complete line of synthetic lifting slings and cargo restraint products.

Director of Operations

* Member of Executive Committee. Responsible for all business matters, including acquisitions and contact formation for the entity.

# Professional Experience (continued)

Larry Gillen, PA, Winston-Salem, NC 2005 – 2010

Firm of 4 professionals. Responsible areas of practice are Merger and Acquisitions, Commercial Transactions and Regulatory matters.

Consultant

* Provided business and financial expertise for all transactional matters within the firm.

Edward V. Zotian, PLLC, Winston-Salem, NC 2004 – 2005

Attorney and Managing Member

* Covered domestic and international commercial transactions, complex financing, federal and state regulatory matters, construction, real estate development and financing

Maready, Zotian, PLLC, Winston-Salem, NC 2003 – 2004

Attorney and Managing Member

* Covered commercial transactions valued at Ten Million Dollars. Clients included the City of Winston-Salem for business grants provided to third parties.

Adams Kleemeier Hagan Hannah and Fouts, PLLC, Greensboro, NC 1999 – 2003

A 40 person regional firm that focus on business and related matters located in Greensboro, NC.

Attorney and Member

* Managed domestic and international commercial transactions, complex financing, federal and state regulatory matters, construction, real estate development and financing.

Patton Boggs, LLP, Greensboro, NC 1998 – 1999

A 400+ person multidisciplinary and multinational firm headquartered in Washington, DC.

Of Counsel

* Covered construction, real estate development, financing, zoning, commercial transactions, international commercial transactions.

Allman, Spry, Leggett & Crumpler, Winston-Salem, NC 1997 – 1998

A 15 person firm which focused on business transactions.

Attorney and Partner

* Led construction, real estate development and financing, zoning, commercial transactions.

Edward V. Zotian, Attorney at Law, Mt. Airy, NC 1994 – 1997

General Counsel/Executive Committee Member

* Responsible for all legal matters pertaining to John S. Clark Company, Inc., General Contractor, its subsidiaries and United Plastics Corporation. Additional responsibilities include analysis and negotiation of all new business ventures and construction contracts.

Additional experience: Held various positions of increasing responsibility within the legal, banking, insurance and financial services sector from 1972 – 1994.

# Education/Certifications

Wake Forest University School of Law, Winston-Salem, North Carolina

J.D. May 1979

Admitted North Carolina Bar, September 1979

Admitted Federal Middle and Eastern District Court, September 1979

Admitted Fourth Circuit Court of appeals, March, 1980

Honors: Rank: 18th Percentile

 The American Jurisprudence Award in Taxation of Partnership and Trust

 Moot Court Board Member

 North Carolina Scholarship Recipient

 Appellate Advocacy Competition Certification Committee – Chairman

 Phi Delta Phi Fraternity – Exchequer, 1978 – 1979

University of Connecticut, Storrs, Connecticut

M.B.A. December 1974

Honors: Rank 3/75 General, 1/11 Specific

 Received Wall Street award

Graduate Assistantship – Research and Teaching in School of Business Administration

 President of the Graduate Business Association

Publication: “R.E.I.T.’s In General” – R.E.I.T. Review – Fall 1974

Contributing Author: “Real Estate Brokers Study” – Center for Real Estate and Urban Economic Studies, December 1974

University of Connecticut, Storrs, Connecticut

B.S. in Finance, June 1972

Honors: Dean’s List

 Alpha Epsilon Pi – Vice President

# Board Leadership and Community Service

Centura, Board of Directors

Mesiah Moravian Church, Advisory Board

Chairman Lien Law Rewrite

Chairman UCC Rewrite