

TERESA V. TRIGLIA

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Work Authorization: US and Italian Citizen

PROFESSIONAL SUMMARY

A senior lawyer/executive and university professor with a background in finance and extensive corporate, securities/regulatory multi-jurisdictional transactional experience across a variety of industries gained in running some of the largest and complex security offerings/corporate transactions in Italy, Spain, France, Greece, Poland, Dubai and the US. Solid leadership serving as department head and member of management team in the Italian offices of a Magic Circle global law firm. Adds significant value by leveraging legal proficiency, financial expertise and business acumen to influence key stakeholders and practical application of laws and regulatory issues, corporate governance, business practices and finance. Skilled in and dedicated to teaching/motivating others and inspiring achievement in a supportive team environment and the development/implementation of education curriculum in a variety of contexts including the university classroom and corporate training.

CORE STRENGTHS

- Leadership and Team/Relationship Building
- Organization, Analysis and Decision Making
- Change Management
- Conflict/Dispute Resolution
- Professional Development
- Workshop Facilitator
- Strategic Planning/Positioning
- Risk Management
- Negotiation
- Performance Tracking and Evaluation
- Communication, Presentation and Education/Training
- Mergers & Acquisitions
- Business Ethics
- Multi-Jurisdictional Legal Issues
- Policy/Program Development and Administration
- Regulatory/Corporate Governance
- Finance and International Securities
- Financial Reporting/Public Disclosure/IFRS
- Business Planning/Start-ups

TEACHING EXPERIENCE

JOHN CABOT UNIVERSITY, Rome, Italy

2015 - present

Private, accredited American liberal arts university that offers undergraduate degrees and study abroad opportunities as well as several Masters programs to students from over 60 different countries

Adjunct Professor

- Lecturer in Business, Law and Finance
- Course sampling: Mergers & Acquisitions, International Business Negotiations, Business Communication, International Human Resource Management, International Business, Business Ethics, International Business Law, Portfolio Management and Professional Development

TEMPLE UNIVERSITY, Rome, Italy

2016 - present

Private, accredited American university and the 5th-largest provider of professional education in the U.S.

Adjunct Professor

- Lecturer in Finance, Business Communication, Law, Economics and Leadership & Organizational Management

IFSA - Institute for Study Abroad - Butler University, Rome, Italy

2019 - present

Non-profit organization in alliance with Butler University committed to providing the best study abroad programs with integrated academic guidance and individualized support

Adjunct Professor

- Lecturer in Business Ethics and Professional Development

PROFESSIONAL EXPERIENCE

LEGAL CONSULTANT

2014-present

- Provide legal advice to partners/clients in various law firms including B – Societa tra Avvocati in Rome on civil matters such as employee contracts, property claims, business expansion, supplier agreements, divorce proceedings and assist in managing international client relationships.

LINKLATERS, Rome and Milan, Italy

2000-2014

Magic Circle law firm and one of the largest worldwide in terms of revenues with offices across the globe

Counsel, Head of the International Capital Markets department

- Managed the international aspects of some of the largest and complex capital markets/corporate transactions in Europe and the Middle East. Project management comprised, among other things, coordinating the vast team of professionals located worldwide and third party consultants and relevant mandates, organizing the international due diligence and regulatory compliance activities, drafting and negotiating of contracts/ disclosure documents/ regulatory filings/policy manuals/training materials.
- Cultivated relationships and managed clients; represented major banking groups as underwriters and international corporations as issuers/selling shareholders in international securities and corporate transactions; advised on US/EU securities laws (Rule 144A/Regulation S; EU Prospectus Directive) and advised on disclosure and listing/compliance obligations.
- Reviewed and/or drafted and negotiated offering memoranda, underwriting agreements, credit agreements, accountant's comfort letters, legal opinions, indentures, notes, stock and asset purchase agreements, joint venture agreements, license agreements, intellectual property agreements, confidentiality agreements, non-competition agreements, supply agreements, services agreements, DTC letters of representations, SEC No-Action Letters, lock-up letters, officers' certificates, closing certificates, organizational documents, consents and due diligence memoranda.
- Advised on and managed public company reporting under US laws ('34 Act) for foreign private issuers, including drafting 20-Fs/quarterly MD&As on 6-Ks, SEC comment letters, D&O questionnaires and other documents; managed compliance for securities listed on various US/EU stock exchanges; liaised with multiple US/EU regulatory agencies.
- Reviewed financial statements and engaged with auditors to draft financial analysis disclosure sections of offering memoranda, 20Fs and shareholders/bondholders' financial reports.
- Reviewed and/or drafted shareholder agreements, shareholder and board of director resolutions, articles of association and other corporate governance documents; assisted with preparation of investor relations press releases.
- Prepared, conducted and managed training sessions for various clients in relation to an array of legal and compliance matters addressing, among others, anti-corruption, integrity and social responsibility, including the US Foreign Corrupt Practices Act, Sarbanes-Oxley Act and JOBS Act.
- Hired and trained associates and assisted in the creation of knowledge and training modules and systems. Actively involved in and collaborated on leadership skill building initiatives and the implementation of diversity programs throughout the firm.

TRIMAZ TRADING GROUP LLC, New York

1998-2000

Venture capital start-up company in the wine importation and distribution sector

General Counsel and Founding Partner

- Advised on a broad range of financial, commercial, regulatory and corporate governance matters.
- Drafted and negotiated: corporate governance and incorporation documents, contract/supply agreements, credit agreements, employment contracts and human resources policy manual/employee handbook and implemented procedures for the hiring, development and retention of talent.
- Assisted in the development and implementation of the business plan and provided strategic business advice as part of the senior management team.

WHITMAN BREED ABBOTT & MORGAN LLC, Greenwich, Connecticut office

1996-1998

Full service law firm serving national and international clients

Summer 1995

Associate (Corporate and Trusts & Estates)

- Advised on a broad range of financial, commercial, regulatory and corporate governance matters.
- Reviewed, drafted and negotiated commercial, credit, intellectual property and share purchase agreements.
- Conducted and managed due diligence for strategic transactions.
- Prepared incorporation documentation, drafted corporate resolutions and reviewed and drafted human resources policy manuals and employee handbooks.
- Advised clients on estate planning and inter vivos/testamentary trusts and assisted in the liquidation of estate assets.
- Designed succession plans and drafted relevant documentation, including wills and testaments, trust agreements and executor appointments.
- Drafted court briefs and researched issues for matters in litigation.

Prior experience includes: Financial Consultant to individuals and small businesses at New England Brokerage Co., Summer Associate at Connecticut Legal Services, Inc. and Assistant to Finance department head – Fordham Graduate School of Business

EDUCATION and CERTIFICATIONS

EDUCATION:

Fordham University School of Law, New York, USA

Juris Doctor (JD) received 1996 *with honors*

Member of Moot Court team 1993 – 1995 and President of Latin American Law School Society

Fordham University - Graduate School of Business Administration, New York, USA

Masters in Business Administration (MBA) in **International Finance** received in 1996 with honors

summa cum laude, selected member of *Beta Gamma Sigma* honor society

Pace University, New York, USA

Bachelor of Business Administration (BBA) in **Finance** received in 1990 with honors

magna cum laude

CERTIFICATIONS:

Professional Life Coach Certificate, April 2015

In The Boardroom – October 2015

This is a pioneering program for women designed to assist them in preparing themselves to step into some of the most prestigious positions on the boards of some of Italy's top companies. The program is offered to a limited amount of participants exclusively selected by a dedicated panel and was developed by Valore D, GE Capital, Linklaters and Egon Zehnder.

ADDITIONAL INFORMATION

PROFESSIONAL AFFILIATIONS

- Member of *Connecticut Bar* currently registered with the State of Connecticut Judicial Branch meeting all Minimum Continuing Legal Education credits (including study modules on Professional Responsibility and Ethics)
- Member of *American Bar Association*
2021 Participation in Professional Development Webinars:
 - How Global Women Legal Leaders Lead Differently Around the World
 - ABA Commission on Women in the Profession's Grit Project - 21 Day Grit & Growth Mindset Challenge
 - This Talk Isn't Cheap: Guiding Conversations Toward Equity
- Affiliate Member of *International Ombudsman Association*
- Member of *Professional Women's Association* (PWA) (Rome/Milan)
- Member of *Professional Women's Network* (PWN) (Europe)

RECOGNITIONS

- Ranked in leading legal publications *Chambers Global* and *Chambers Europe* and listed on as “*Leaders in Their Field*”
- Ranked in the legal publication *The Leading 500*
- Listed in the publication *Best Lawyers* for Italy
- Nominated for Euromoney LMG Europe Women in Business Law Awards 2013
- Speaker at the Women's International Leadership Program
- Mentor in pilot program Project Concresto
- Selected as participant of EWOB (European Women On Board) for listing in directory which includes board ready women

LANGUAGES

- English (native)
- Italian (fluent)
- Spanish (fluent speaking and reading)