

Géraldine
Juriste, Manager de Transition @Desclèves & Associés
Contrats IT, RGPD, Droit des Affaires



Languages

French: Native

English: Full Proficiency (C2)

Portuguese : Intermediate (B1)

Education

Master 2 Droit du Numérique
Paris Nanterre Université France | 2011

Master 2 Droit des affaires transfrontières
Université de Lorraine - Metz, France | 2010

LLM international & Comparative Law
Chicago Kent College of Law - Chicago (US) |
08.2008 - 01.2009

Interests

- Scuba diving (level 1)
- Urban Art
- Travels (30+ countries)

Volunteering: Helped young refugees at
Moulin de Pontru with career planning
and job market preparation

References

Available upon request

Profile

- Over 12 years of comprehensive experience as a legal counsel and contract Specialist, specializing in the IT sector
- Expertise in providing strategic legal counsel and contract management services
- Proven track record in complex contract drafting and negotiation
- Extensive knowledge of data protection laws and GDPR compliance, implementing effective strategies for data privacy
- Proven ability to thrive in multicultural environments and adapt to diverse contexts
- Effective collaborator across functions to achieve strategic legal objectives
- Strong relationship and communication management with internal and external stakeholders
- Exceptional problem-solving skills and ability to excel under pressure

Work Experience

Senior Contracts & IT Procurement Legal Counsel 04.2020- Present

TOTALENERGIES - Paris, France

- Draft and negotiate international complex, multi-million dollar contracts for all group subsidiaries
- Focus on consulting services and IT (MSA, SaaS, IT services, EULAs, hosting, maintenance, software licenses)
- Serve as main contact for data protection and GDPR issues, develop and conduct training for buyers and other internal clients and partners
- Collaborate with cross-functional teams for contract negotiations
- Advise on various legal issues (economic sanctions, e-commerce)
- Supervise a legal trainee

Key achievements

Led a €100 million project, negotiating with 39 suppliers and successfully signing contracts with 30 providers within three months

Contract & IT Legal Counsel 09.2017 - 04.2020

LINKBYNET (acquired by ACCENTURE) - Paris, France

- Drafted and negotiated international contracts (software licenses, SAAS, hosting, services, subcontracting, consulting, partnerships) for all group subsidiaries
- Implemented Binding Corporate Rules to comply with GDPR
- Conducted legal training for internal staff (Sales, Pre-Sales, Service Managers)
- Managed pre-litigation (formal notices)
- Advised on daily legal queries across the business and other services
- Manage a junior legal counsel based in Singapore

Key achievements

Led the biggest outsourcing contract signed by the company to accelerate one of its client's digital transformation (+30millions euros)

Contract & IT Legal Counsel 06.2013-08.2017

SYMPHONY RETAIL AI - Paris, France

- Responsible for drafting and negotiating all types of contracts (IT, MSA, partnership, subcontracting)
- Managed corporate legal matters including annual financial statements, universal transfer of assets, capital restructuring, transfer of registered office
- Established subsidiary in Brazil with local legal collaboration
- Monitored trademark portfolio (registration, renewal)
- Handled pre-litigation and litigation coordination with external lawyers (UK, US, Hong Kong)
- Provided legal advice on business operations