

Conor McKeown

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Legal professional with experience in financial analysis, communications, project management and negotiation

Career Summary

Verifone, Paralegal Contractor

September 2014 – Present

- Work in the legal department of the world's largest payments service company
- Project-managed Verifone's response to its largest client's due diligence exercise, coordinating various business departments and drafting the responses
- Draft, negotiate and review commercial contracts with some of the UK's best-known companies
- Successfully led contract negotiations with one of the UK's largest restaurant franchises
- Negotiate supplier contracts, achieving major discounts for the company
- Work closely with sales and finance teams to ensure Verifone's interests are protected while achieving the business's commercial aims
- Organise and maintain Verifone's legal records
- Organise panels of accountancy and law firms to advise on various issues, setting out Verifone's goals and assessing firms' responses

WPP, Paralegal

January – August 2014

- Worked in the legal department of the world's largest marketing and communications company
- Proofread and drafted SPAs, financial documents, security and tax filings, supplier and employment contracts
- Analysed and briefed general counsel on AIFMD and various financial instruments
- Analysed commercial and finance contracts to determine WPP's exposure and advised counsel and directors
- Drafted a checklist for negotiating cloud services contracts as part of a major IT efficiency project
- Advised directors and senior managers of WPP subsidiaries on various legal issues
- Researched potential business partners' backgrounds on behalf of the CEO

Rational Negotiation Initiative, Associate

September – December 2013

- A non-profit initiative which researches and educates in the field of negotiation, decision-making and dispute resolution
- Researched, drafted and reviewed negotiation simulations, conducted interpersonal skills exercises and debriefed sessions on selected topics including negotiation analysis, difficult negotiation, reframing and the use of objective criteria to address distributive issues

YourLPC, Editor

September 2013

- Ensured all legal and regulatory changes were reflected in the UK's best-selling revision manual

HM Treasury, Policy Adviser

January – December 2012

- Initiated and developed the "best in class" narrative used by the Chancellor and the Prime Minister's Official Spokesperson when briefing Autumn Statement 2012
- Wrote in-depth ministerial and press office briefing; also oversaw the briefing for all spending measures announced at Autumn Statement 2012, managing the output of over 40 officials
- Identified and modelled £800m efficiency savings in departments' administration budgets
- Treasury lead for engagement with Cabinet Office on efficiency programmes
- Project-managed the Chief Secretary's review of departmental expenditure
- Gave presentations to senior officials from the World Bank and foreign Ministries of Finance
- Advised a Caribbean country's Ministry of Finance on how to control expenditure
- Drafted project plan of the Treasury's response to major financial shocks
- Wrote a negotiation simulation to educate Treasury officials on handling reserve claims from departments; this game now forms part of the core Treasury training programme and a revised version is used to teach management how to give constructive feedback

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K&L Gates LLP, Intern

July 2012

- Interned in the Litigation and Planning departments of a global top 20 law firm
- Conducted research and drafted letters and notes for partners on various issues
- Drafted practice note on serving claims outside the jurisdiction for a major legal publisher

Matheson Solicitors, Intern

June – July 2011

- Worked in the Aircraft Finance department of Ireland's largest law firm
- Researched the EU Emissions Trading Scheme - Aviation, the ownership structure of a Russian airline, Anti-Money Laundering legislation and the extraterritoriality of Irish law for a US bank wishing to provide trustee services in Ireland
- Drafted letters, board minutes, powers of attorney and security filings on behalf of partners, associates and trainees
- Attended board meetings and acted as main contact for clients in certain matters

Other Professional Experience

Ad hoc

- Advise German and Swiss lawyers on drafting contracts and client communication in English
- Advised on the creation of a new music talent agency, specifically financing and staffing matters
- My analysis of the impact of the Scottish independence referendum and the 2015 UK general election on sterling and interest rates was used by a German FX trader in interviews with major German language newspapers
- On occasion I conduct negotiation exercises in King's College London's School of Law, teaching students how to prepare for a negotiation, utilise different negotiating styles and provide constructive feedback on exercises

Education

Coursera/University of Michigan, Introduction to Finance

June – September 2014

- Online course covering the essential elements of finance such as discounted cash flows, valuing bonds and stocks, and assessing risk

The University of Law, Moorgate

Legal Practice Course *Commendation*

January – August 2013

- Electives include Acquisitions, Banking and Debt Finance and Commercial Law

King's College London

Master of Laws (International Commercial Law) *Merit*

2010 – 2011

- Studied Analytical and Quantitative Methods, Negotiation, and the Law of International Finance.
- Research Essay was in the field of International and Comparative Trust Law

Associate of King's College *Pass*

2010 – 2012

- The original degree of the College, study covered Ethics, Conflict Resolution, Theology and Philosophy

University College Dublin

Bachelor of Civil Law (European) 2:1 (3.2 Grade Point Average)

2006 – 2010

- Awarded 1st BCL Bronze Medal by the School of Law for my essay on tort
- Finalist in the 2007-08 UCD Moot Court. Lead counsel throughout competition, utilised research and advocacy skills in constitutional, criminal and tort scenarios
- Judge in the 2010 UCD Moot Court and the Finlay International Moot Court; worked with academics, barristers and solicitors assessing submissions and provide constructive feedback

University of Salamanca, Spain Erasmus Exchange Programme

2008 – 2009

- Developed fluency in Spanish; all lectures and exams through Spanish

Rockwell College Leaving Certificate (520 Points; 437 UCAS Tariff Points)

2004 – 2006

Good Counsel College Junior Certificate (7 As, 3 Bs, all higher level)

2000 – 2004

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Interests and Activities

King's College London Postgraduate Law Society **2010 – 2011**

- As Treasurer I controlled the Society's account, doubling the Society's revenue during my tenure
- Organised weekly social and cultural events. I also negotiated discount ticket prices for our members to events including Heineken Cup games
- Player-Manager, KCL LLM football team. Worked closely with ten nationalities and led the team to three unbeaten games against the UCL LLM football team

Rockwell College Union **2009 – present**

- Joined the Governing Body in 2009; established and wrote the monthly newsletter until July 2011
- Appointed Secretary for 2010; represented the RCU at formal occasions and was the first point of contact for all matters

Convention on International Law and Politics, St Gallen, Switzerland **November 2008**

- Invited to attend after I wrote a paper examining the commercial advantages for UK and Irish companies to establish operations in Poland after its accession to the European Union

Rugby

- Utility player for various teams in London, previously had trials for Leinster Youths

References available on request