

# SHANE HIGGINS

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Olivemount Villa, Olivemount Road, Dundrum, Dublin



## PROFILE

Solutions-driven law graduate with solid track record of experience to complement a Masters Degree in Law, Technology and Governance along with a Graduate Degree in Corporate Law. Highly motivated and determined person who works best as part of a team but who can also operate efficiently as an individual when needed. Creative problem-solver who excels at conflict resolution, as well as creating positive solutions, identifying efficient methods to correct situations, and following through to implementation.



## EXPERIENCE

### **ION Trading Ireland Limited | Dublin | 2014 - Present**

#### **Legal Executive (Current Role)**

- Responsible for conducting legal research on a variety of legal topics including: intellectual property, employment law, consumer regulations, media regulations, advertising law and data protection.
- I work alongside two senior group lawyers on various day to day duties, including drafting NDAs, drafting contracts of employment, dealing with disciplinary issues and reviewing company policies such as IT usage policy, access policies and email policies.
- Helped develop policies and procedures to streamline ION's legal activities.
- Implemented the creation and maintenance of internal knowledge databases for the legal team.
- Reviewed and provided input on documentation and agreements.
- Oversaw the monitoring of international developments in the areas of privacy, advertising, marketing, and technology such as the revisions to the European Union data protection framework, the e-Privacy Directive cookie amendments, data protection in the EU member states, initiatives of the Privacy Commissioner of Canada, and the implementation of new privacy legislation and regulations across the Globe
- Rotations in: Employment Law (Current) / Litigation /Contract Drafting and Negotiation / Intellectual Property Law.

#### **Contract Management & Sales**

- Evaluated and engaged in contractual negotiations with existing and new customers
- Drafted technology and vendor service contract agreements.
- Worked closely with executive level management such as the Global Head of Sales and Marketing and CEOs of the divisional companies within the ION Group, enabling them to close business with new and existing customers.
- In charge of drafting RFP response packages, working with lawyers and executive-level sales staff where necessary.
- Conducted reviews on all existing customer contracts and used sales opportunities to introduce our group standard contractual terms and conditions to legacy customer agreements, in turn aligning and standardizing legacy customers.
- Developed license and service pricing models for new and existing customers, leading to greater efficiency in closing sales, and reductions in contract negotiations.

## Revenue Collections & Reporting

- Planned and evaluated Revenue Flow Reporting & Analysis, resulting in more accurate cash-flow forecast on a per Quarter basis.
- Responsible for managing debtors and providing weekly debtor status reports to executive management.
- Negotiated and dealt with complex contractual disputes that were vital to resolve due to them holding up the release of long outstanding debt and contract termination disputes.
- Worked side by side with team of in house lawyers to manage and resolve these disputes.
- Implemented Lean methodology to cash collection and reporting processes, procedures that have been adopted and are now used company-wide.



## EDUCATION

### **Masters Degree in Law, Technology and Governance**

September 2012 – August 2013

National University of Ireland Galway - 2013

Modules Included:

- **Communication Law**
- **Internet Torts**
- **Internet Regulation & Governance**
- **Thesis Topic: 'Privacy Invasion or Legitimate Monitoring: Striking a Balance in the Use of Communication Technologies in the Workplace'**

### **Bachelor Degree in Corporate Law**

September 2009 – May 2012

National University of Ireland Galway - 2012

Modules Included:

- **Intellectual Property Law**
- **Employment Relations**
- **Labour Law**
- **Commercial Law**
- **Contract Law**
- **European Union Law**
- **Legal & Business Ethics**

### **FE1: Results Pending**

Sat four FE1 Exams in October 2016

- **Contract**
- **Criminal**
- **Property**
- **Equity**

Sitting remaining four in March 2017.

## ACADEMIC AWARDS

Received Medal of Excellence from Summerhill College for academic performance in the subjects of Irish and Geography at event hosted by former Taoiseach (Prime Minister) Albert Reynolds in 2008.

## Skills

- Excellent legal analysis and research skills
- Well organized and able to manage numerous projects simultaneously under deadline pressure
- Negotiations / Conflict Resolution
- Relationship Building
- Communication and cross-team collaboration

## Interests

- **Running:** Ran the Dublin City Rock N Roll half marathon in August 2015 and numerous shorter distance races throughout the year.
- **Travelling:** Spent the summer of 2012 in Ocean City, Maryland, USA working in restaurants and beach clubs. Travelled to various cities and sites along the east coast of the U.S. Rented a camper van in June/July 2016 to follow the Irish football team at the Euro 2016 Championships.

## References

- Available upon request