

# Jonathan S. Ware

145 15<sup>th</sup> St. N.E. Ste. 601  
Atlanta, Georgia 30309

Office: (404) 963-1589  
Fax: (404) 207-1355

## *PROFESSIONAL EXPERIENCE*

### **Jonathan S. Ware, Esq. Atlanta, Georgia**

**July 2005 - Present**

*Outside General Counsel & Legal Strategy Consultant.* Provide outside general counsel and legal consulting services in the following areas of law: corporate; commercial, transactional; aviation; business immigration & compliance; international; international trade; customs law; consumer privacy and data protection.

### **Delta Air Lines, Inc. Atlanta, Georgia**

**May 2000 – June 2005**

*Senior Attorney.* Broad in-house corporate generalist experience including the following areas of law: corporate; commercial; transactional; aviation; litigation management; business immigration/I-9 compliance; international; international trade; customs law. Chief privacy counsel. Oversight of four corporate compliance programs. Managed team of one lawyer, two paralegals, and one legal assistant. Managed Delta's legal matters in 25 countries.

### **Smith, Gambrell & Russell, LLP Atlanta, Georgia**

**Sept. 1997 - April 2000**

*Associate, Corporate International Section; Member, Technology Practice Group.* Experience includes diverse areas of corporate and business law, specifically the following primary areas: general corporate and corporate international law; technology licensing; mergers and acquisitions; general commercial and international commercial law; business immigration; legal translation.

## *ACADEMIC CREDENTIALS & PROFESSIONAL INTERESTS*

### **Juris Doctor, *cum laude*, May 1997**

The University of Georgia School of Law, Athens, Georgia

### **Master of Arts in German (Linguistics), August 1994**

The University of Georgia, Athens, Georgia

### **Bachelor of Arts, *cum laude*, in German (Literature), August 1992**

The University of Georgia, Athens, Georgia

### **International Intercultural Studies Program June 1990 - August 1990**

Friedrich-Alexander Universität, Erlangen, Germany

**Academic Honors:** Phi Beta Kappa; Phi Kappa Phi

**Languages:** English (native speaker); German (fluent - both spoken and written)

**Professional Organizations / Community Activities:** State Bar of Georgia, Secretary & Member – Executive Committee – International Section (2001 – 2005); American Bar Association, Steering Committee – Section of International Law & Practice (2003-2004); The University of Georgia, Dean Rusk Center for International & Comparative Law, Member – Advisory Board (2000 – 2003); Global Personnel Alliance, Founding Member & Director (2002 – 2005).

### *LEADERSHIP SKILLS*

- Confidence in working with senior corporate and community leaders
- Self-motivated independent thinker
- Excellent people and cross-cultural communication skills
- Experienced negotiator and transactional strategist
- Proven ability to coordinate complex cross-divisional projects in an in-house corporate environment
- Demonstrated ability to lead under pressure and in a crisis
- Superior analytical and critical thinking skills
- Outstanding written and oral communication/presentation abilities
- Broad-based ability to think and act strategically across business disciplines

### *REPRESENTATIVE WORK*

- Managed numerous start-up operations at Delta Air Lines, Inc.; responsible for all legal functions associated with Delta's entry into new international markets, including procurement of routing authority, establishment and maintenance of Delta's corporate presence, negotiation of facility leases, employment and labor relations matters, general contractual and transactional matters, corporate compliance and regulatory issues.
- In the immediate aftermath of September 11, 2001, played lead role on cross-divisional team designated to realign Delta's international fleet capacity to match reduced passenger demand. In less than a three-month period, conducted comprehensive reductions in force in over ten countries and closures of numerous stations.
- Recognized aviation industry expert on consumer privacy and data protection matters. Industry leader in effort to resolve national and international privacy concerns associated with U.S. and foreign government access to airline passenger data in connection with emerging transportation security and anti-terrorism programs.
- Leader on multi-divisional project team tasked with outsourcing reservation call center functions to India and the Philippines; project realized over \$75 million dollars in savings over a 3-year period.
- Managed legal issues associated with the global migration needs of Delta's workforce; reduced costs associated with processing immigrant and non-immigrant visas by approximately 30% by redesigning internal corporate processes and procedures.