

# Jonathan S. Ware

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## PROFESSIONAL EXPERIENCE

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

July 2005 – Present

*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; regulatory 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; 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:** Metro Atlanta Chamber of Commerce – New Member Acquisition Committee (2006 – 2009); 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 corporate 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***

- Review, draft and negotiate commercial contracts, facility leases and service agreements as a supplemental “team member” of the in-house legal department of a global airline.
- Consultant for global air carrier regarding international aspects of merger with another global airline; assisted global carriers in restructuring their combined international legal presence post merger.
- Leader on project team charged with reorganizing global passenger carrier out of bankruptcy.
- Managed numerous start-up operations for the world’s largest passenger airline, including all legal functions associated with entry into new international markets, negotiation of commercial contracts, procurement of regulatory authority, establishment and maintenance of international corporate presence, negotiation of facility leases, employment and labor relations matters, general contractual and transactional matters, corporate compliance and regulatory issues.
- Recognized expert on consumer privacy and data protection matters. Aviation industry leader in effort to resolve national and international privacy concerns associated with U.S. and foreign government access to airline passenger data for transportation security and anti-terrorism programs. Served on government-sponsored task force charged with addressing airline passenger privacy issues.
- Leader on project team tasked with outsourcing global call center functions of a Fortune 500 company to India and the Philippines; worked closely with supply chain management to oversee RFP process; project realized over \$75 million dollars in savings over a 3-year period.
- Managed legal issues associated with the immigration needs of global carrier’s workforce; reduced work visa procurement costs by approximately 30% by redesigning corporate processes.