

Cory L. Randolph, Esq.



PROFESSIONAL EXPERIENCE

Volvo Group North America, LLC, Greensboro, NC
Legal Counsel

February, 2017 to Present

- Counsel, advise and represent Volvo Trucks North America and Mack Trucks, as part of the Volvo Group, in general legal matters that arise in North America ranging from transactional deals and supplier disputes to regulatory compliance and bankruptcy matters. One of the primary functions of the legal counsel is drafting, negotiating and concluding of transactional agreements for purchasing, operations and technology business lines (i.e. Master Supply Agreements, Global Services Agreements, Licenses, Development Agreement, Collaboration Agreement, Continuation Agreements, NDAs, etc.)
- Management of external counsel, including engagement, litigation strategy and settlement, to drive the desired outcomes for the company from demands, litigation and arbitration involving suppliers. Additionally, implement cost savings measures with external counsel to manage legal spend through volume discount program and fixed fee services.
- Provide legal training for commercial teams and management personnel regarding standard and non-standard commercial terms and conditions, negotiation tactics, intellectual property, and various local law topics of interest of relevance to supplier issues (i.e. GDPR and CCPA, UCC, Tariffs, Case Debriefs, etc.).
- Work with managers, directors and executives to support strategic initiatives of business line globally by providing legal and business counsel that drive domestic and global business and company objectives, while mitigating and protecting against corporate risks (e.g. production disturbance, customer dissatisfaction, product safety).

RTI International, Research Triangle Park, NC
Contracts Negotiator

July, 2014 to January, 2017

- The contracts negotiator functions as the legal and contractual representative for the company from client engagement until contract execution. As an attorney, my duties consisted of drafting; negotiating, and concluding agreements, performing legal research, providing counsel on legal risk in terms and conditions of agreements, compliance management of internal clients and business partners, risk mitigation, and various administrative functions.
- Counseled internal business stakeholders on procurement or acquisition laws (i.e. Federal Acquisitions Regulations, Uniform Guidance or State Procurement Codes), agency regulations,

bid (e.g., RFP, RFQ, BAA, etc.) compliance and protests, and international business law. The negotiator is responsible for managing various agreements (i.e. Non-Disclosure Agreements and Master Services Agreements to Data/Material Use Agreements, and Lease Contracts) from project initiation to project wind-down. The legal knowledge of the negotiator, in particular Intellectual Property, Contracts and Tort Law, helped to execute the interests of the technical staff in business pursuits while also protecting the corporate assets, interests and goodwill of the company. The negotiator is an integral part of the company's commercial team by providing legal and business expertise to problem-solve and give advice on initiatives and strategies that enable the company to have continued success.

Subcontract Specialist

April, 2013 to July, 2014

- The responsibilities of the specialist included subcontract execution, subcontract management and subcontract closeout regarding the procurement of deliverables and/or services from third parties RTI has subcontracted to perform function that enable RTI to meet its obligations of its Prime Award. The specialist's duties also included legal research and counsel of applicable laws and regulations, including but not limited to the Federal Acquisitions Regulations (FAR), Federal Agency Regulations, Uniform Guidance, State Law and Federal Law. The specialist provided risk management, contract and regulatory compliance guidance and other administrative assistance to key RTI staff and sometimes to RTI's subcontractors. Lastly, the specialist performed as part of a cohesive subcontracts team and support personnel to foster high achievement of performance objectives in order to produce desired results and deliverables to RTI's clients.

Synergy Legal Staffing (Huron Consulting), Raleigh, NC

Contract Attorney

October, 2010 to December, 2012

- The primary duty of the contract attorney was to review, analyze and code electronic discovery documents, which were responsiveness to a discovery requests involving various litigation suits or under a federal audit or investigation. The type of evidence that was reviewed for the client, included contracts, emails, agendas, presentations, proprietary materials, and other requested documents.
- In addition to determining the responsiveness of documents, the contract attorney was tasked with reviewing and determining whether evidence could be excluded based upon legal privilege, attorney-client and work-product. Based on my performance and experience, I was fortunate to participate on Special Project Teams that performed specialized assignments like production of a privilege log, performing redactions on responsive, but confidential and proprietary documents, and performing quality assurance review.

SSA: Office of Disability and Review, Greensboro, NC

Legal Intern/Clerk

June, 2009 to May, 2010

- As a legal intern, my tasks included researching applicable federal law and agency regulations, attending claimant hearings and drafting appellate briefs for several Social Security

Administrative Law Judges (ALJ) in making final determinations of claimants' appeals for Social Security Disability. Additionally, as an intern the position required the drafting of memoranda on new Social Security policy changes, including new medical evidentiary findings to be used by the ALJ's in their decision making process. Lastly, the intern performed legal and administrative tasks for Senior Attorneys regarding internal policies and practice of Federal Administrative Law.

Winston-Salem State University: Athletics Compliance Department, Winston-Salem, NC

Legal Intern

September, 2008 to December, 2008

- The Legal Intern was responsible for drafting self-determined NCAA Infractions Reports to be filed with the NCAA regarding the university's violations of the NCAA's Recruiting Rules. Moreover, the intern drafted memoranda that analyzed the type of infraction(s) that were being committed and then recommending various types of self-imposed sanction(s) based upon similar facts and case law from the NCAA for the infraction.

Quander & Rubain, P.C., Winston-Salem, NC

Summer Associate

June, 2008 to August, 2008

- As a summer associate, the position afforded me the opportunity to learn about the practice of NC Criminal Law in a small firm law in North Carolina. The associate was tasked with researching NC Criminal and Civil statutes on cases involving drug possession, divorce, child custody, warrantless Police searches, unlawful kidnapping and DWI. In addition to research, the associate helped draft pleadings, motions and memoranda regarding the above-listed case issues. The associate also attended and participated in both civil and criminal court hearings, client consultations and other assigned tasks with supervising attorneys.

White, Carlin & Kelly P.C., Providence, RI

Summer Law Clerk

June, 2006 to September, 2006

- The summer law clerk performed several tasks including drafting legal documents for internal and external stakeholders, participated in trial preparation activities and attended civil court proceedings in state court. The types of legal documents drafted were deposition summaries, judicial stipulation orders, client letters, and a risk management policy for a local fast food restaurant. Moreover, the clerk was involved in reviewing medical evidence, researching and explaining medical terms and/or practices, and participating in client strategy meetings.

BAR ADMISSIONS

North Carolina

September, 2013

Florida

April, 2011

United States District Court, Middle District of North Carolina

EDUCATION

Wake Forest University School of Law, Winston-Salem, NC
Juris Doctorate

May, 2010

Wake Forest University, Winston-Salem, NC
Bachelor of Arts, History; Minor in Political Science
Varsity Football, Four-Year Letterman

December, 2005

MEMBERSHIPS; ACTIVITIES

North Carolina Bar Association
Guilford County Bar Association
Guilford County Black Lawyers Association
American Bar Association
Association of Corporate Counsels
Men's Organization, Providence Baptist Church, Greensboro, NC
Wills for Heroes, NCBA Young Lawyers Division
Graduate, The Town of Cary's School of Government, Cary, NC
Member, Planning and Zoning Board, Town of Cary, NC
Guardian ad Litem Advocate, Wake County, NC
Habitat for Humanity of Durham NC, and Raleigh, NC
Raleigh Rescue Mission, Raleigh, NC

INTERESTS

Spending time with family, attending church, traveling, cooking, playing golf, and being an avid sports fan.