

ALEXANDER S. LUREY, CIPP/US

GENERAL COUNSEL / ADJUNCT LAW PROFESSOR | Atlanta, GA | 404.784.2874 | alexlurey@gmail.com

General Counsel and senior compliance officer with a track record of leadership at global technology firms. Expertise in legal operations, intellectual property, privacy and information security, integrations, revenue negotiations, and vendor management pertaining to SaaS, technology, and software sectors. Experience in private/publicly traded corporate legal teams and private practice. Manage, mentor and develop teams including attorneys, paralegals, and contracts managers both internationally and in the US.

- Entrusted to lead legal operations for multimillion-dollar divisions and business units within large, global entities providing expert legal guidance to support scalability, compliance, and transformation while upholding strict compliance and privacy standards.
- Proven track record of managing legal teams, leading successful M&A integrations, negotiations of complex, multi-national technology agreements, leveraging well-developed communication, negotiation, and leadership skills.
- A versatile executive who demonstrates sound judgment and leadership in navigating diverse roles. Focused on advancing core business objectives while providing expert legal perspective to mitigate liability and risk.

AREAS OF EXPERTISE

Legal Operations | Intellectual Property | Executive Leadership | Data Security & Privacy Compliance | M&A Integration
HIPAA Compliance | Drafting & Negotiating Agreements | Litigation | Mentoring & Developing Talent

EXPERIENCE

EMORY UNIVERSITY SCHOOL OF LAW | Atlanta, GA

Adjunct Professor, Center for Transactional Law and Practice

January 2025 – Present

- Teaching 2L and 3L law students business and legal issues common to commercial transactions, emphasizing the thought processes involved in the practice of transactional law, including corporate governance, board resolutions, and negotiating deals.

VERINT SYSTEMS INC. | Atlanta, GA | *Private-Equity owned, multinational SaaS company with \$1B in annual revenue and 4000 staff*

General Counsel, Americas / CIPP-US

2026 – Present

HIPAA Compliance Officer

2019 – Present

Deputy General Counsel, Americas / CIPP-US

2024 – 2026

Associate General Counsel, Americas / CIPP-US

2017 – 2024

Senior Counsel

2012 – 2017

- General Counsel leading legal operations, corporate litigation, and dispute resolution for the \$650M Americas division (North and South America) of \$1+B PE backed technology company. Member and strategic legal advisor to the Americas C-suite on business and operational issues related to revenue recognition, transactions, compliance, privacy, data security, risk analysis, and M&A.
- Key member of the Americas executive team shaping business strategy, quarterly reporting, and growth objectives.
- Supervise a 12-person Legal and Contracts team in negotiating complex deals representing \$200M+ in annual revenue.
- Privacy Officer for the U.S. as part of the Global Privacy Office, working with international counterparts (Europe, Asia, LATAM) to negotiate regional provisions with customers and ensure regulatory compliance.
- Represent Legal Team as a key member of multiple internal steering committees guiding HIPAA and PCI (Payment Card Industry) compliance, global privacy, and post-acquisition integration for complex M&A deals.
- Draft and negotiate agreements governing SaaS/software licensing, intellectual property, technology, professional services, marketing, and reseller partnerships for North America, ensuring compliance with state/federal privacy regulations.
- Led and supervise all litigation matters and customer disputes in the Americas including managing outside counsel.

Key Accomplishments:

- Drove hundreds of complex sales negotiations with Fortune 100 companies valued in the \$100Ms in revenue.
- Appointed HIPAA Compliance Officer following integral role in driving companywide HIPAA compliance transformation.
- Acquired CIPP-US privacy and security certification from the International Association of Privacy Professionals (IAPP).
- Received the MVP Award from Strategic Accounts team for support of strategic and revenue goals.
- Recently drafted and published CCPA/CPRA update to Data Privacy Agreement as part of Global Privacy Office.
- Drafted recording policy for interactions with customers and potential customers to comply with privacy laws.
- Led review of global websites resulting in updating cookie and website tracking policies to mitigate risk.

Attorney – Law & Policy Department

2008 – 2012

- Supported the launch of a startup Wireless division within a \$16B privately held corporation by drafting, structuring, and negotiating complex commercial deals across business units (Product, IT, Marketing, Operations, Sales, Technology).
- Limited exposure and liability by counseling internal clients on legal matters, business and operational risks, technology, licensing, consulting, intellectual property, litigation, avoidance, and government/private RFPs.
- Led the full negotiation cycle with a focus on risk management, maximizing operational opportunity, adherence to strategic objectives, and protection of corporate reputation.

Key Accomplishments:

- Spearheaded over 120 strategic procurement negotiations ranging between \$25K and \$400M in value. Drove positive outcomes that enabled 20% overall improvement in the company's working capital.
- Selected for the Emerging Leaders program aimed at developing the next generation of executive leadership.
- Participated in the corporate mentorship program matching executive leadership with high-potential, mid-level employees.
- Successfully oversaw corporate downsizing and winddown of the division.

KITCHENS NEW CLEGHORN, LLC | Atlanta, GA | *Corporate and transactional practice serving telecom and tech sectors*

Attorney

2006 – 2008

- Served as advisor, and in certain instances general counsel, to technology and communications firms. Counseled clients on complex contract and business issues, providing full service legal representation including litigation, transactional, and business support.
- Provided expert legal guidance on general compliance, negotiations, corporate policies and practices, strategic planning, trademark/copyright filings, purchase and sale agreements, software licensing, sponsorships, and content acquisition.
- Managed fees, expense budgets, and cost-benefit analysis for all legal engagements.

Key Accomplishments:

- Developed and supervised a team of high-performing junior attorneys and paralegals.

DENNIS, CORRY, PORTER & SMITH, LLP | Atlanta, GA | *Civil litigation firm for defense of motor carriers and premise liability*

Litigation Associate

2003 – 2006

- Served as lead attorney in proceedings, mediations, arbitrations, and settlement negotiations for personal injury and motor carrier defense. Led all aspects of litigation including discovery, depositions, drafting motions, oral arguments, and trials.
- Counseled clients around corporate risk mitigation policies and best practices.
- Clients included: FedEx Ground, Swift Transportation, US Xpress Enterprises, and Old Dominion Freight Line.

Previous: Judicial Law Clerk serving the Honorable S. Lark Ingram, Cobb County Superior Court in Marietta, GA (2001-2003)

EDUCATION & TRAINING

State Bar of Georgia, License No. 461501

Certified Information Privacy Professional (CIPP/US) – International Association of Privacy Professionals (2022)

Certificate in Advanced Business Leadership – University of Georgia, Terry College of Business (2011)

Juris Doctor – University of Georgia School of Law (2001)

- Editorial Board Member, Journal of Intellectual Property
- Charter Member, Business & Corporate Law Association; Member, Intellectual Property Assn.; Student Bar Association
- MBA Coursework at UGA Terry College of Business
- Currently serve as Alumni and Professional Mentor as part of the UGA Law Mentorship Program

BA, Political Science, History & Religious Studies Minors – Vanderbilt University (1997)

- Dean's List; Student Government Association; Religious Affairs Committee; Community Service Committee
- Studied International Politics, History, Business & Culture at Tel Aviv University