

Andrew T. Campbell

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Education

Temple University Fox School of Business, Philadelphia, PA

MBA, Strategic Management | Dean's Certificate of Excellence | September 2018

Villanova University School of Law, Villanova, PA

JD, Cum Laude | May 2012

West Virginia University, Morgantown, WV

BS, Journalism | December 2008

Professional Experience

Legalist, San Francisco, CA

Transactions Counsel | January 2022 – Present

- Lead counsel for structuring, drafting, and negotiating all transaction documents for the firm's receivables-based lending and litigation finance investment strategies, managing a high-volume deal flow of approximately 120 transactions annually.
- Collaborate directly with C-suite executives on strategic business development initiatives, contributing to the company's operational growth.
- Manage outside counsel for complex transactions and litigation matters, ensuring cost-effective and strategic legal solutions.

Lawmatics, San Diego, CA

Account Executive | December 2020 – December 2021

- Consistently exceeded sales targets with a 50% close rate, driving revenue growth and supporting product-market fit for an early-stage legal tech startup.
- Contributed to the successful Series A funding round by strategically positioning product solutions to key stakeholders.

AbacusNext, San Diego, CA

Senior Account Executive | December 2019 – December 2020

- Achieved quota consistently while serving as the subject matter expert for the sales team at a legal practice management software company.

Center for Public Health Law Research, Philadelphia, PA

Senior Program Manager | December 2018 – September 2019

- Member of the senior leadership team, responsible for managing 10+ lawyers and staff and securing research grants from CDC, NIH, RWJF, and Pew Charitable Trusts.

Program Manager | December 2016 – December 2018

Law & Policy Analyst | January 2016 – December 2016

Harrington & Associates, Philadelphia, PA

Litigation Associate | May 2014 – December 2015

- Handled both defense and plaintiff-side personal injury cases, developing strong litigation and negotiation skills.

U.S. Department of Labor, Cherry Hill, NJ

Attorney Advisor | September 2012 – May 2014

- Drafted decisions and orders for cases under various federal labor statutes, ensuring compliance and legal accuracy.

Additional Qualifications

- Bar Admissions: Pennsylvania and New Jersey; Eligible for CA In-House Counsel Program
- Adjunct Professor: Public Health Law, Temple University James E. Beasley School of Law (Fall 2018)
- Volunteer Attorney: Sheller Center for Social Justice (January 2017 – September 2019)