

Julián González Herrell

P.O. Box 31421
El Paso, Texas 79931



PROFESSIONAL PROFILE

Highly innovative and results-oriented bilingual International Attorney and Mediator-Arbitrator with exceptional professional achievements. Superior analytical and legal research skills with ability to evaluate pertinent facts and apply applicable law to those facts. Established ability to manage controversial issues with demonstrated skill in investigating, evaluating and resolving complex problems. Extensive experience in researching and interpreting legal sources and references. Proficient in litigation strategy with broad experience in presenting testimony and complex arguments. Outstanding interpersonal skills; effectively communicate in Spanish and English with a wide variety of individuals with diverse backgrounds. Adept at written communication in Spanish and English, including the drafting of expert witness testimony, memoranda of law, pretrial documents, pleadings, briefs, and other legal documents; detail oriented with high quality standards.

Positive bottom line results have been gained through proven leadership, team building, and strategic problem solving capabilities. Bilingual English/Spanish.

PROFESSIONAL HISTORY

04/1993 to present, PRACTITIONER / CONSULTANT, González Herrell y Asociados, S.C.

Ciudad Juárez, México, El Paso, Texas, USA.

PRIVATE PRACTICING ATTORNEY, PROVIDING A BROAD SPECTRUM OF GENERAL LEGAL SERVICES, ASSISTANCE AND ADVICE, using sound level of professional legal knowledge and the ability to apply legal concepts to specific cases: represent public entities, international corporate and individuals in the formation, creation, development, operation and restructuring of commercial entities in various fields of industry including the automotive and boating industry in Mexico. Practice also focuses on a wide array of general contracting and procurement issues.

Legal Representation of Corporate and individual entity clients in general corporate, banking and finance, project finance, privatizations, mergers and acquisitions, industrial, service and commercial projects throughout Mexico. Development of new financial structures for secured financing, foreign investments, matters related to real estate and infrastructure development, governmental affairs, patents and trademarks, customs, import/export matters and contract administration, maquiladoras and strategic alliances.

PERFORM RESEARCH, ANALYSIS AND INTERPRETATION. INDEPENDENTLY CONDUCT LEGAL RESEARCH using International treaties, highest court decisions (Mexico and USA), Westlaw, LexisNexis and other automated tools on complex factual, legal and policy issues; interpret and apply treaties, statutes, laws, directives, regulations, policies, administrative rulings and court decisions; research regulations, legal precedents and case law. Assemble, correlate and analyze voluminous material. Draw logical conclusions and formulate/RENDER LEGAL OPINIONS IN MEXICAN LAW AND SUBSTANTIVE RECOMMENDATIONS, both written and oral in English and Spanish, based on sound legal positions.

PERFORM LITIGATION STRATEGY AND MANAGEMENT. Provide legal advice and guidance on litigation strategy, discovery and evidentiary issues; EVALUATE QUALITY OF WITNESS TESTIMONY AND DOCUMENTARY EVIDENCE TO BE PRESENTED AT HEARINGS/TRIALS. Also includes WITNESS TESTIMONY on Mexican Law (Labor, Commercial, and Civil) in U.S. Forums. Analyze the factual and legal issues presented to determine what further facts are needed and what legal sources are applicable. Draft memoranda of law and pretrial documents associated with federal litigation issues such as standing and jurisdiction on behalf of other practitioners. Formulate motions and interrogatories. PREPARE APPROPRIATE PLEADINGS, BRIEFS AND DISCOVERY DOCUMENTS. CREATE LITIGATION REPORTS, settlement memoranda and appeal recommendations. Participate in alternative dispute resolution.

PERFORM CASE MANAGEMENT. Track suspense dates; meet short deadlines and function effectively in time-sensitive situations.

USE EXCEPTIONAL COMMUNICATION AND INTERPERSONAL SKILLS in the performance of duties. Interview clients and provide valuable legal advice via oral briefings. Prepare and deliver persuasive communication, including all case communications; present complex arguments in real time before public committees, government officials, other professionals, mediators, arbitrators and the judiciary. Communicate effectively to convey legal positions and their basis to a wide range of audiences with diverse backgrounds and varied levels of education, expertise or understanding. USE EXCELLENT COMMUNICATION SKILLS in day-to-day operations. Displayed strong interpersonal skills in supporting field attorneys and office staff, providing legal advice and guidance, and sharing information.

REGULARLY DRAFT, REVIEW AND EXECUTE COMPLEX LEGAL DOCUMENTS AND CORRESPONDENCE that require a high order of original and creative thought; COMMUNICATE IN WRITING CLEARLY AND CONCISELY ON LEGAL MATTERS. Draft comments with regard to proposed regulatory changes and advise entities with regard to compliance with regulations particular to their industry. Draft contracts, letters of intent, agreements, memoranda of law, pretrial documents, motions, interrogatories, pleadings, briefs, discovery documents, litigation reports, settlement memoranda, appeal recommendations and other legal documents.

PROVIDE LEGAL SUPPORT TO U.S. , JAPAN, CANADIAN, GERMAN BASED ENTITIES and legal counsel, advice and representation to assist clients in identifying and implementing the best options available for establishing and maintaining operations in Mexico. Advice also includes structuring Procurement and acquisition Departments with sound Federal Acquisition Regulations contracts, Foreign Military Sales. In addition, design of Acquisition and Procurement Manuals and Standard Operating Procedures tailored to specific industry needs.

PERFORMED CASE MANAGEMENT AND CLIENT FILE AUDITS. Tracked suspense dates; met short deadlines and functioned effectively in time-sensitive situations. Performed quality audits of client files to determine if assigned negotiating or administrative staff were properly handling the file, and appropriately instructed and managed staff by phone and e-mail.

ACCOMPLISHMENTS: Effectively and successfully formed 25 + corporate entities under México/US laws. Maintaining their legal standings at all times. Effectively negotiated all types of contracts and maintained administration and compliance.

PREVIOUS PROFESSIONAL HISTORY

- Five years' Management and Production experience in an international maquiladora setting, with Canada, France, and Japanese settings. Acted in managerial positions in Contracts, Production, Production Control, Material Management and Procurement Administration. Implemented Total Quality Management Programs and obtained high degree of efficiency and production output, low personnel turnover and met and surpassed customers (external/internal) expectations.
- Seven years' in Procurement and Acquisition in both government and commercial settings (Department of Defense), as well as defense Contractor settings. Acted as Contract Administrator, Contract Specialist with liaison duties between government and contractors. Had commitment authority to obligate government. Established and executed procurement and acquisition policies consistent with ethical and defense regulatory framework (Federal Acquisition Regulations, Defense Federal Acquisition Regulations, Uniform Commercial Code), to accomplish best interests for parties involved. Designed procurement manuals and instructions for particular purposes
- High degree of success in reducing delivery delinquencies and reducing government costs while increasing governmental and contractor compliance and performance. Was able to establish above average working teams and working relationships and leadership within government and with government contractors
- Five years' Teaching and Instruction, seminar and workshop experience.
- Academic positions: Part-time Instructor. Political Science Department. UTEP. Summer 2007. Part-time teacher. Law Department. UACJ. Spring 2007, 2008. Teacher Assistant: Political Science Department. UTEP. 1978. English Teacher. Academia de Policía. Cd. Juárez, Chihuahua. 1990-1992.
- Instructor in various courses, workshops and seminars in MEXICAN LAWS, for maquiladora and legal entities. 1992 to 2006.
- Courses and short seminars in; Leadership, How to do Business in Mexico, Tax benefits on foreign investment in Mexico, Tax planning for corporations under US/Mexico tax treaties, Customs, Environmental and Business Development in Mexico and USA.

PROFESSIONAL ASSOCIATIONS

- Member of El Paso Bar Association (International Lawyer)
- Member of México Bar Association. Federal Bar number 361449
- Member, National Contract Management Association, NCMA (1984-present)
- City of El Paso Ethics Review Commission (2011 to 2013; Chair-2013)
- Member, Texas Mediators Association

AWARDS

Pro Bono Award. Mexico Bar Association. 2013

Leadership in Professional Development. Mexico Bar Association. 2013, 2014, 2015

Legal Research Award. Mexico Bar Association. 2016, 2017

Volunteer of the Year Award. Jewish Federation of Greater el Paso. 2016

Veterans Day Gala Recognition Award. 2016

Military Service Awards 1970 to 1973: National Defense Service Medal, Vietnam Service Medal (2 Bronze Stars), Vietnam Campaign Medal with device (1960-), Servpac Battle Efficiency Award, Meritorious Unit Commendation Ribbon and Navy "E" Ribbon.

FORMAL EDUCATION

1977, BA, University of Texas at El Paso, El Paso, Texas. Major: Latin American Studies

1990, LLB, Universidad Autónoma de Ciudad Juárez, Chihuahua, México. Major: Law.

2005, LLM, Universidad Autónoma de Ciudad Juárez, Chihuahua, México. Major: Fiscal Law.
US equivalency granted

2007, MBA, Universidad Autónoma de Chihuahua, Ciudad Juárez Campus. Major: Business Administration.
US equivalency granted

2018, PHD Candidate, Universidad Autónoma de Chihuahua, Ciudad Juárez Campus. Major: Business Administration.

LICENSURES AND CERTIFICATIONS

Admitted to Mexico Bar, State and Federal: Bar Number 361449

State of Texas Mediator

