

Mauricio Manuel Ocampo Villaseñor

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www.technolaw.mx 



Dedicated and experienced corporate counsel, with over twenty years of experience providing legal counsel and services to international companies seeking open or grow market in Mexico. Ability to work independently, as a team member, and across the organization

Skills

- Strategic planning, research and analysis.
- Project management.
- Crisis management and efficient response.
- Excellent written and oral communication.
- Team player and consensus builder.
- Strategic negotiations.

Employment History

2017 – CURRENT

Founder & CEO / Techno Law Advisors, Cancún

- Legal advisor of the firsts operational fintech entities (Dopla, Mercado Pagos, Playbusiness and Snowball) and tokenizers for real estate in Mexico (Tecuan and Polibit).
- Blockchain legal advisor for different entities and companies operating in Mexico, such as cryptobanks, exchanges, tokenizers, DeFi platforms.
- Corporate strategist for business models growing in Mexico and LATAM.
- Advisory, as a business partner, to the CEO, Founders and BU Heads in key strategic decision-making and assessment of critical situations.
- Main fintech legal advisor of the Mexican Banking Association during 2018 – 2021.

2015 – 2016

Legal and Compliance Director / Mercado Libre, CDMX

- Legal overseeing and controlling seven different BU's with different products: Mercadolibre (Marketplace), Mercadopago (Fintech), Mercadoshops (Online store solutions), Advertising, Classifieds (Motors, Real Estate and Services), Mercadoenvíos (Logistics, warehouse and shipping services) and Mercadocréditos (Online credits).
- Supported due diligence, acquisition and integration of Guia de Inmuebles and Metros Cúbicos, for over a 6 M Dlls. operation.
- Developed and enforced policies and procedures to ensure compliance of commercial areas with legal and regulatory standards.
- Experience with contract management system to track contract requests; create and manage contract templates, reports to retrofit the business with data analytics and strategy.

2012 – 2015

Legal and Compliance Manager / Herbalife, CDMX

- Unification of LATAM legal areas by providing in-house counsel and guidance to regional management regarding local and cross border business operations.
- Developed and implemented policies and procedures to ensure compliance with legal and regulatory requirements, resulting in a 60% reduction in legal and distribution centers risks.

- Legal basis for one of the most successful sale strategies, with more than 52 sales points through three of the largest retail stores in Mexico (Farmacias Benavides, Waldo's and Modatelas) and Mobile Points of Sales (Herbamóviles), becoming the largest direct selling distributors on the country.
- Developed and implemented internal sales policies for distributors all over the world, acting as head of the compliance adjustments.
- Crisis management and efficient response to different important and sensitive cases, such as the attack on the value of the company's shares during 2014.

2009 – 2012

Senior Associate (Banking and Finance) / Bello, Gallardo, Bonequi y García, CDMX

2005 – 2009

Corporate Senior Lawyer / Sociedad Hipotecaria Federal, CDMX

2003 – 2005

Tax and Foreign Trade Senior Lawyer / Chévez, Ruiz, Zamarripa y Cía., CDMX

2001 – 2003

Trial Attorney / Torreblanca Asociados, S.C., CDMX

Education

JUN 2023

Bachelor's Psychology Degree / UNAM, CDMX

AGO 2014

Master on Business Law / Universidad Panamericana, Santa Fe, CDMX

FEB 2006

Postgraduate Tax Law Specialization / Universidad Panamericana, CDMX

JUL 2005

Bachelor's Law Degree / Universidad Panamericana, CDMX

Other Activities

2022 - CURRENT

Intellectual Property / Universidad Anáhuac

2020 - CURRENT

Cyberlaws professor / Universidad Panamericana

2017 - CURRENT

Operational Board Member / Legal Hackers

2016 - CURRENT

Local Chapter Member / ISOC Mexico