

# James G. Burke

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www.venturex.ws

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## Attorney

### Aspiring Legal Professional with a Proven Record of Prior Business Success

Comprehensive background in providing teams with the leadership and strategies necessary to succeed at the senior executive level. Hands on experience as a Certified Legal Intern in juvenile criminal defense and legal research/writing. Skilled in utilizing interpersonal and communication skills to rapidly understand needs and expectations of all stakeholders. A proven track record of successfully negotiating and closing deals with high-level decision makers representing major organizations while maintaining positive social fluidity with individuals from all walks of life.

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## CORE COMPETENCIES

Criminal Law • Skilled Negotiator (Domestic/International) • Client Relationships • Strategy Development • Juvenile Defense • Team Management • Tax Knowledge • Business Development • Document Writing • Organizational Skills • Leadership • Diverse Communities

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## EDUCATION

**Juris Doctor**, Barry University School of Law, Orlando, FL

*Magna Cum Laude; GPA: 3.68; Rank: 5/171*

*Certified Legal Intern providing representation to juvenile offenders.*

*Judicial Internship with Judge John C. Murphy, Brevard County Judge, 2015*

*Book Awards: Criminal Law, Business Organizations, Property II, Trial Advocacy,*

*Interviewing/Counseling/Negotiation, Juvenile Defense Clinic*

**Bachelor of Science**, Interdisciplinary Studies, Liberty University, Lynchburg, VA

*Summa Cum Laude; GPA: 4.0/4.0*

*Cognates in Computer Information Systems, Business, and Economics*

**Associate in Science**, Computer Information Systems, Henry Ford Community College

*Cum Laude*

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## PUBLICATIONS

Navarette: *Bedeviling Courts for a Long Time to Come*. 12/2016 Quarterly Edition of the *Florida Defender*.  
Available for Review at: [www.venturex.ws](http://www.venturex.ws)

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## LEGAL EXPERIENCE

### Barry Law Clinic

August 2015 – February 2016

#### Certified Legal Intern

Developed effective strategies for criminal defense for juveniles under the direct supervision of a licensed attorney. Conducted discovery and timely drafted, filed, and argued all relevant motions to facilitate the trial or plea negotiation process. Represented juvenile clients at all court appearances.

- Represented clients charged with aggravated assault with a deadly weapon on a law enforcement officer, grand theft auto, burglary, and various misdemeanors.

### John C. Murphy – Brevard County Judge

June 2015 – August 2015

#### Judicial Intern

Conducted in-depth review of evidence and completed the necessary legal research prior to drafting orders for a wide range of motions submitted in county court criminal cases. Gained hands on experiences with cases involving DUI charges, animal cruelty, and the constitutionality of a municipal ordinance.

- 13 of the orders drafted are published in the Florida Law Weekly.

# James Burke

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## PREVIOUS PROFESSIONAL EXPERIENCE

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**Venturex Management, LLC, Melbourne, FL**

**October 2001 – January 2015**

### **Area Developer/Multi-Unit Franchisee**

Gained hands on training and experience throughout all levels of business and personal tax return preparation. Spearheaded the marketing strategies of the multi-location tax preparation practice to drive visibility and development.

- ◆ Leveraged experience and expertise to provide tax professionals with all necessary software and training to successfully meet client needs and expectations.
- ◆ Directly oversaw all operations of multiple tax preparation offices while providing leadership for recruiting, training, and customer satisfaction.
- ◆ Consistently generated steady revenue growth year-over-year for all years of operation.
- ◆ Led branch startups for multiple units throughout the entire lifecycle, ensuring that all aspects of operations and staff development were fully ready for business.
- ◆ Represented franchisor in the sale of franchised territories throughout Florida's Space and Treasure Coast regions.
- ◆ Provided ongoing operational and marketing support to franchisees within a master territory.

**TIBCO Software, Inc., Palo Alto, CA**

**March 1991 – October 1999**

### **Managing Director – Energy Solutions Division**

Launched new business unit to leverage company's technology offerings into the energy sector. Managed development of a mission critical enterprise-wide system, automating energy trading functions for world's second largest energy concern, and then productized that system for sale to other energy companies worldwide.

- ◆ Guided the business unit to profitability immediately prior to company's initial public offering through the utilization of leadership and business development skills. Unit grew to account for 20% of overall company revenue.
- ◆ Maintained a hands on approach for sales leadership to successfully negotiate and close a \$13MM software development and integration project sale with the largest petroleum refiner in North America.
- ◆ Directed all aspects of the development of enterprise-wide energy trading systems including market data integration, trading support, market position and risk management, inventory management, transportation logistics management, and accounting.
- ◆ Successfully identified, negotiated, and closed multiple large integrated software development projects.
- ◆ Oversaw the day to day operations of sales, marketing, and software development staff.
- ◆ Fostered and maintained long-term, professional relationships with senior executive client's from organizations including the Mobil Corporation (prior to merger with Exxon), Valero Energy Corporation, Duke Energy, Chevron Corporation, and Petronas Energy.

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## PRO BONO

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**Volunteer Income Tax Assistance (VITA), Melbourne, FL**

**January 2015 – April 2016**

- Provided free income tax return preparation services to clients of modest income.
- Served as quality assurance reviewer, ensuring the quality of tax preparation services provided by other VITA volunteers to clients.

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## MILITARY SERVICE

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**U.S. Army, Teletype Interceptor – Army Security Agency. Final rank: Specialist 4<sup>th</sup> Class**