

# JEFFREY POSSINGER

*“Strategic thinking for the twenty first century.”*

Post Office Box 891  
Duvall, Washington 98019  
206.817.5498  
jeffreyp@possingerlaw.com

## STATEMENT OF QUALIFICATIONS

### **Experience | Leadership | Negotiation | Business Development**

*Practicing attorney with seven years of legal experience. Over a decade of experience in public service including four years as an elected official. Extensive experience as an advocate and leader in business, legal, professional, and government affairs. Skilled at negotiation in high-stakes settings. Adept in private as well as public sector personnel management, project management, and budget management. Background and skills appropriate to business development in both domestic and international markets.*

## PROFESSIONAL EXPERIENCE

### **PRINCIPAL**

POSSINGER LAW FIRM, PLLC.

*Bellevue, Washington. (2001 – Present)*

- *Licensed to Practice in Washington (State & Federal Bar)*
- *Founded private law practice. Represent and advise various clients on business development, corporate transactions, technology licensing, and provide counsel and strategic advice on a broad range of business and legal matters in manufacturing, technology, and construction. Represent and advise policy makers and elected officials on legal, ethics, and municipal law and policy matters. Experienced in civil and commercial litigation, domestic and international arbitration including hearings and trial practice.*

### **CONTRACT ATTORNEY**

HERMAN, RECOR, ARAKI, KAUFMAN, SIMMERLY, & JACKSON, PLLC.

*Bellevue, Washington. (2000 –2001)*

- *Researched and drafted legal memoranda for trial practice, including issues of comparative law, consulted with lead attorney on legal issues and trial strategy.*

### **LEGAL INTERN – CORPORATE LEGAL DEPARTMENT**

SAFECO CORPORATION

*Seattle, Washington (1998)*

- *Researched and prepared memoranda for internal corporate legal matters, reported results to VP-level management. Coordinated with internal marketing department to prepare regulatory compliance tool for nationwide sales promotions.*

## **BUSINESS EXPERIENCE**

### **MARKETING & BUSINESS DEVELOPMENT**

SPARROW DESIGN GROUP, INC.

*Bothell, Washington (1993 – 1995)*

- *Planned and implemented national distributor program for innovative equipment attachments; presented program and trained dealers in product lines. Prepared strategy for corporate growth through joint venture relationships with manufacturers in Canada and New Zealand. Negotiated transactions with joint venture partners; reported directly to CEO on matters related to marketing and business development.*

### **OUTSIDE SALES / SALES & MARKETING MANAGER**

TOWTEM ATTACHMENTS, INC.

*Redmond, Washington (1988 – 1991)*

- *Presented and sold company product lines throughout Western United States; managed and grew customer relationships.*

## **POLITICAL & CIVIC AFFILIATIONS**

### **CITY COUNCILMEMBER (MAYOR PRO TEM)**

CITY OF DUVALL, WASHINGTON

*February 2003 – Present*

- *Mayor Pro Tem – (January 2005 – Present) Chair – Committee of the Whole*
- *Public Safety Committee; Administration & Finance Committee*

### **MAYOR**

CITY OF DUVALL, WASHINGTON

*February 2005 – December 2005*

### **CANDIDATE WASHINGTON STATE LEGISLATURE**

*45<sup>th</sup> Legislative District (2004, 2006)*

### **POLITICAL AFFILIATIONS**

- *Committee to End Homelessness in King County – Governing Board Member*
- *Suburban Cities Association – Public Issues Committee – Board Member*
- *Association of Washington Cities – Member*
- *Jail Advisory Group (JAG) – Member*
- *YMCA of Snohomish County - Capital Campaign Committee*

### **PRESENTATIONS**

- *Given presentations on economics and law, including legal issues surrounding succession planning in the closely held business. Speak publicly on various subjects personally and in professional and official capacities.*

**FOREIGN LANGUAGE:**

- *Fluent in German; Foreign Study in Austria, work experience in Germany and Switzerland.*

**ROTARY CLUB OF DUVALL**

- *Member since 2004.*

**AMERICAN BAR ASSOCIATION**

- *Section Memberships: Business Law, Litigation, International Law.*

**WASHINGTON STATE BAR ASSOCIATION**

- *Treasurer (2001-2003) – International Practice Section*
- *Liaison to Section of International Law and Practice ABA*

**SEATTLE UNIVERSITY SCHOOL OF LAW ALUMNI ASSOCIATION**

- *Governor / Class Representative (Class of 2000)*

**EDUCATION****JURIS DOCTOR (CUM LAUDE), 2000**

## SEATTLE UNIVERSITY SCHOOL OF LAW

- *ABA – Law Student Division – Circuit Governor.*
- *Conduct Review Board – Chair.*

**BACHELOR OF ARTS IN ECONOMICS, 1997**

## UNIVERSITY OF WASHINGTON

- *Dean's List (1997).*
- *Economics Undergraduate Board Member*