

# Business School Resume

XXX captured my interest as a potential player to disrupt the existing legal market in Asia. I believe I could bring to the table substantive corporate law and in-house experience that would benefit the future expansion of your team.

Since earning my undergraduate degree from Brown University and my law degree from the University of Oxford twelve years ago, I have worked as a corporate attorney at major international law firms such as XXX and XXX in Asia. I have handled an array of complex legal transactional matters, representing the interests of state-owned enterprises, global private equity funds and major investment banks.

I am seeking to transition to business management of a law firm that operates at the intersection of law, business and technology. Recently, the legal industry, which was once rooted in precedents, has been morphing into an interdisciplinary industry that values innovation and data. The seismic shift in lawyers' roles has caused a paradigm shift that has recast how and by whom legal services are provided. The rapid proliferation of the knowledge economy spearheaded by the emergence of legal technology companies enables in-house or private practice lawyers alike to deploy legal specialists in a timely manner. As a former general counsel of a private equity fund, I was at the epicenter of this change.

With my past experience in law and in business, I understand the importance to constantly take in new information about my circumstances and adjust my profile in light of that information. My current pursuit of a Master of Business Administration at the Massachusetts Institute of Technology gives me the business know-how as I bridge the gap between being a traditional lawyer and a creative business leader. How to leverage technology to reduce costs, mitigate potential risks, compress the delivery cycle, create big data know-how, and routinize tasks are key not only to the creation of a new business model for law firms in Asia but also to my continued reinvention as a legal and business professional.

The emphasis of the use of technology such as XXX will capture the increased business opportunities as a result of rapid growth of start-ups of Chinese technology companies in Asia. In the future, legal service providers that thrive will be those that digitally weave together the optimal talents, logistics capabilities and opportunities that look at every country as both a market and a source of skills. For example, even though I work in Hong Kong, I actively collaborate with a start-up company in Singapore, XXX in the development of an AI-powered management system that enables companies to build, maintain, and capitalize on the vast volume of institutional legal knowledge. Technology will continue to disrupt the traditional legal supply chain, redistributing tasks once performed solely by lawyers to other technology experts, which reduces cost while also enhancing efficiency and precision.

It is my belief that XXX, with your existing platform and technical know-how, can disrupt the legal market that has been dominated by traditional law firms in Asia. I believe my experience and expertise can help with this future endeavor. I am excited about the possibility of speaking with you further about my thoughts and opportunity to work together in the future. Thank you for your time and consideration.

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