

## *Jarvis Cedric Jones*

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### *Corporate Counsel / Regulatory Compliance / New Business & Product Development*

#### *Executive Profile*

Professional career reflects over 20 years of experience as senior corporate counsel, senior regulatory affairs counsel, and as outside litigation counsel, which is complemented by senior business management experience for a Fortune 200 Company as Vice-President of Strategic Business Development and as Assistant Vice-President for New Business & Products Development. Accomplished history of resolutely pursuing business clients' objectives and of successfully exceeding clients' expectations in quick turn-around timeframes. **Core Competencies include:**

- Served as Legal Counsel and Advisor to Senior Management
- Retained and managed outside counsel
- Developed and Implemented Legal/Regulatory State Strategies
- Managed/Resolved Multi-State Regulatory Compliance Issues
- Significant Negotiation and Resolution Experience
- Strong C-Level Listening, Presentation & Writing Skills
- Managed and directly litigated all phases of Commercial litigation
- Managed Attorneys & Professional Business Staff
- P&L New Business and New Products Development Experience

#### *Selected Accomplishments*

- As outside legal counsel, successfully handled all aspects of business clients' commercial litigation matters including products liability, commercial insurance defense, Employment, Wages and Hour ("FLSA") and CGL insurance coverage defense cases including medical devices' recall cases.
- As Senior Corporate Counsel, advised senior management on successfully addressing and resolving legal issues affecting P&L business units' ability to write new business and offer new products in different state markets.
- As Senior Regulatory Affairs Counsel, advised and guided senior management and business unit heads on states' regulatory compliance and audit issues affecting the organization's ability to write business in different states.
- As Vice President of Strategic Business Development, strategically designed, developed and managed a new start-up multi-distribution P&L business operations for a Fortune 200 Company that was completed ahead of schedule and under budget.
- As Assistant Vice-President of New Products Unit, designed, implemented, and institutionalized a New Products Unit and implemented a new products development system and processes from the ideation stage to the launch and monitoring stage for the Medical Services Business Division.
- As Assistant Vice-President of New Business Development, developed, operationalized and then managed a new start-up subsidiary company for purposes of writing new business and launching products into 15 state markets. Developed and implemented business, financial, and marketing plans for launching a newly created subsidiary and writing new business thereunder.

#### *Professional Experience*

Managing Partner

*Jones Satre & Weimer, PLLC*

Served as defense counsel for businesses and commercial insurers' clients. Litigated commercial defense litigation cases while advising senior management on legal and litigation strategies. Experience included handling commercial

2007 to 2017

Bloomington, MN

insurance defense, medical device, products liability, Employment, Wage and Hours cases ("FLSA"), and complex CGL-commercial insurance coverage dispute cases.

Partner, Chaired Insurance Defense Practice Group

2002 to 2007

**Blackwell Ighanugo**

Minneapolis, MN

Served as defense counsel for businesses and commercial insurers' clients. Managed firm's commercial insurance practice and attorneys working within the Insurance Practice Group. Litigated and managed products liability defense cases including commercial insurance defense, products liability, and defense CGL insurance disputed coverage cases.

### ***Summary of Past Experiences***

***St. Paul Fire & Marine Companies***

St. Paul, MN

- Vice President - Strategic Business Development: Strategically designed from concept, developed, and then managed a start-up P&L operations, multi-distribution b2b Small Commercial Business operation for a Fortune 200 Company. Hired and managed a professional staff of 31 employees.
- Assistant Vice President - New Business Development: Developed, operationalized and then managed a new start-up subsidiary company for purposes of writing and launching new business and new products into new state markets. Managed operations of newly created subsidiary company in order to launch alternative new insurance policy products, rules, and rate changes. Managed a professional staff of 12 employees.
- Legal-Senior Government Affairs Counsel: Lobbied on legal and regulatory issues in multiple states. Advised senior management and business heads on states' legal and regulatory compliance requirements and on states' regulatory audit issues. Successfully negotiated and resolved business clients' statewide regulatory compliance issues with state regulators thereby mitigating the organization's potential financial and adverse public goodwill exposure.

Associate Attorney

**Fetterly & Gordon**

Minneapolis, MN

Handled Products liability cases involving mass fire structures such as hotel fires like the MGM Hotel fire and spent nine months in San Juan, Puerto Rico co-managing the damage team in the San Juan Dupont Hotel mass fire.

Corporate Counsel

**United HealthGroup**

Minnetonka, MN

Served as inside Corporate Counsel to United Healthcare's subsidiary healthcare HMOs and PPOs companies around the country and handled internally UHC's small litigation coverage dispute claims.

### ***Professional Associations***

President of Minnesota State Bar Association ("MSBA"); President of Hennepin County Bar Association; President of Minnesota Minority Lawyers Association; Co-Chair, Minnesota Minority Corporate Counsel Program; and, Co-Chair, MSBA State-Wide Diversity Committee.

### ***Honors and Recognitions***

William Mitchell Law School - Board Member

Minnesota State Bar Association - "President's Award"

Minnesota Minority Lawyers Association - "Community Service Award"

Minnesota State Bar Association's Pro Se State Task Force Chair, "Certificate of Service Award"

Twin-Cities Public Television - Board Member

Hennepin County Bar Association - "Distinguished Service and Outstanding Leadership as President Award"

MN Supreme Court "*Eliminating Bias*" Oral Argument: Successfully developed state-wide plan and argued before MN Supreme Court requiring lawyers state-wide to take CLE Credits on "Eliminating Bias" and "Ethics" as part of CLE 3-year fulfillment requirement.

City Business - "40 Under 40 Business and Community Leadership Award"

Minnesota Minority Corporate Counsel Program Co-Chair - "Certificate of Appreciation Award"  
William Mitchell Law School- "100 Who Made a Difference Award"

***Education***

St. Olaf College, B.A.; William Mitchell Law School, J.D.