

## DANIELA DELLA ROSA

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**General Counsel and global legal functional leader with 15+ years of experience at global corporations and law firms (\$2-6Bn revenues and 3,000-15,000 employees). Have lead cross-cultural team of 20+ and managed global budget of up to €8M. Founded an innovative law practice that is a call for pioneering progress at the border of luxury and finance businesses. Member of the board of public and privately held companies, including in regulated sectors. Double qualification in Italy (Europe) and New York. Regular speaker at international conferences and academic lecturer. Columbia LLM and LUISS JD Summa cum Laude.**

### PROFESSIONAL EXPERIENCE

#### **RDR Law Firm, Milan, Italy**

[www.rdrlawfirm.com](http://www.rdrlawfirm.com)

Partner

2014 to date

RDR is a **high-end boutique law firm**, specialized in advising companies in both the luxury and finance industry. In partnership with Prof. Avv. Paola Severino, RDR advises corporations, boards of directors and management on a broad range of government investigations, including corporate governance and compliance.

As head of the luxury department, she layers business acumen on undisputed legal experience. Modern and effective interface between technical legal issues and the commercial challenges, she brings a very specific skill-set that she applies to corporate, IP's, distribution, and cross-border pre-litigation matters in the Luxury business. Outsourced general counseling, post-acquisition integration and training are examples of her innovative services; Altgamma, Luxottica, Kering brands and SME are key accounts in her client portfolio.

#### **GUCCI GROUP NV, Florence, Italy**

2007 to 2014

General Counsel

Gucci, Bottega Veneta, Sergio Rossi

**World-wide Corporate and Legal Affairs Department:** Created, developed and managed a team of about 20 lawyers and paralegal to support Gucci, Bottega Veneta, and Sergio Rossi business worldwide on all legal and compliance matters including corporate, brand protection, litigation, M&A, licensing, and commercial contracts. Under her leadership Gucci legal team won two prizes, in 2011 as Best Legal Team in the Retail and Luxury Category in the 2011 Edition (Top Legal Italy), in 2012 Gucci APAC IP team won the INTA World Trade Mark review award.

**Major accomplishments:** Signed off major licensing deals with Safilo and P&G for eyewear, fragrances and cosmetics, lead landmark cross-border litigation (eg Gucci v Guess case in several jurisdictions), negotiated and incorporated major joint ventures in the Middle East (including Dubai, Kuwait, Qatar and India), participated in the acquisition of Richard Ginori by Kering and the establishment of the JV between Kering and Yoox (E-lite), introduced legal compliance in Gucci (Law 231/01) including specifically tailored antitrust trainings.

**Board of Directors:** She was part of the Board of Directors in several Gucci Division companies, including *Guccio Guccio spa*, the brand owner, *Luxury Goods Italia*, the retail company, etc.

#### **Akin, Gump, Strauss, Hauer & Feld, Brussels, Belgium**

2006 to 2007

Senior International Counsel

**Commercial, European and Regulatory matters:** Advise leading multinational companies on a broad spectrum of issues affecting their "go to market" process in Europe for ICT products, financial services, satellite services, and food; provide legislative and regulatory advice on upcoming European legislation affecting their business, including the European patent regime.

**Levi Strauss Europe, Brussels, Belgium**  
Associate General Counsel, Brussels, Belgium

2001 to 2005

**Distribution:** Provided legal support for the distribution of Levi's®, Dockers® and Levi Strauss Signature™ products in Europe; managed internal and external resources on competition, contractual and commercial matters, including licensing, product claims, and related litigation.

**Corporate/Corporate Governance:** Supported Dockers® Brand business and participated in all activities related to the sale of the brand in Europe, including asset/purchase and transition services agreements for European operations. Provided interactive legal training to key business functions throughout the organization, particularly on competition issues and brand protection.

**Brand Protection:** Responsible for anti-counterfeiting activities in Europe; managed a group of local brand protection managers located in the major European markets; worked with national and international authorities to fight counterfeiting and enhance protection of intellectual property rights.

**International Business Machines (IBM) EMEA, Brussels, Belgium**  
Litigation Counsel (Southern Europe)

1998 to 2001

**Arbitration and litigation:** Led the settlement of a major commercial dispute in Saudi Arabia involving arbitration with the local telecom operator and a major supplier and provided support to alternative dispute resolution. Successfully managed litigation involving commercial matters (services, hardware, software, etc.), labor law (illegal transfer of undertaking and reinstatement in the work place), public tenders (unfair exclusion, etc.) and criminal matters (copyright/patent infringement, etc.) in Greece, Israel, Italy, Portugal, Spain, and Turkey.

**Emergency Procedures/Product Recall:** Participated in the preparation of Y2K contingency planning (including emergency procedures) and conducted a pan-European contract review of limitation of liability clauses.

**Akin, Gump, Strauss, Hauer & Feld, Brussels, Belgium**  
Associate

1995 to 1998

**International Trade:** Researched and drafted briefs for the Ecuadorian government in a major international dispute before the World Trade Organization (WTO); advised clients on the substantive and procedural aspects of WTO dispute settlement.

**European Legislation and regulatory matters:** Prepared cases for argument before the European Court of Justice on issues including free movement of goods and services for pharmaceuticals and consumer goods. Advised leading multinational companies on compliance with EU single market regulations for textiles, food and drugs, genetically modified products and other policy and regulatory matters.

**Covington & Burling, Washington, D.C., USA**  
Associate "Lawyer from Abroad"

1994 to 1995

**Environmental and Regulatory matters:** Monitored the implementation of national laws affecting foreign investment in European markets, including the telecommunications sector. Participated in the preparation of major litigation cases involving U.S. corporate liability for environmental damages.

**Studio Legale Ughi e Nunziante, Rome, Italy**  
Associate

1992 to 1993

Litigated civil law matters before trial and supreme courts to complete the mandatory training period to become a qualified Italian attorney.

## EDUCATION

**Columbia University School of Law, New York, USA** 1994  
**Masters of Laws (“LL.M.”)**  
**“Rotary International Ambassadorial Scholar”**

Main focus on Environment and International Law

**Libera Università Internazionale degli Studi Sociali, Rome, Italy** 1991  
**Law Degree, *summa cum laude*, November 1991**

Final thesis on “International Private Law and the *Lex Mercatoria*” was considered by the examining committee to be worthy of publication.

**SDA Bocconi, School of Management, Milan, Italy** 2014

Finance for Senior Executives

## BAR ADMISSIONS

- **USA** Admitted to the NY State Bar
- **Italy** Admitted to the Rimini Bar
- **Belgium** Admitted to the Brussels Bar

## AWARDS, DIRECTORSHIPS AND ACADEMIA

### Awards:

- **Fondazione Bellisario award as leading professional in Italy (“Donne in Alta Quota”) in 2014**

### Directorship:

- **Independent Director** of Moleskine S.p.A. ([www.Moleskine.com](http://www.Moleskine.com)) **appointed in 2013**
- **Member of the Board of Directors** of CONSAP S.p.A. **appointed in 2014**

### Arbitration and Mediation:

- **Vice President of the Fashion Mediation Association**, a fora specialized in mediation and arbitration in the fashion and luxury business [www.fashion-mediation.org](http://www.fashion-mediation.org)

**Regular lecturer** on franchising and distribution matters for **LUISS MASTERS PROGRAM, II Sole 24h Executive Master in Fashion**, and speaker to numerous conference including **UIA, Union Internationale des Avocats** ([www.uianet.org](http://www.uianet.org)) within the Fashion Working Commission

**Publications:** "Luxury Goods and On Line Distribution: A Manufacturer’s Perspective of the Crossroads between Brand Protection and Freedom of Trade” in “ X Antitrust between EU Law and National Law” by Bruylant and Giuffrè Editore (2012)

## LANGUAGES

- Fluent in English, French, and Italian. Proficient in Spanish