

Ryan C. Grelecki, J.D.

Teaching Experience

Georgia State University J. Mack Robinson College of Business, Atlanta, Georgia

Clinical Assistant Professor, Risk Management & Insurance Department Summer 2015-Present

- Teach *Legal & Ethical Environment of Business*, a core class required for all business school students introducing them to the law and its impact on business and ethical decision making;
- Teach *Business Law for Entrepreneurs* as part of the Entrepreneurship & Innovation Institute initiative of Georgia State University's J. Mack Robinson College of Business;
- Teach *Introduction to the Law*, an elective course meant to introduce students to a variety of substantive areas of the law and provide hands-on experience with the legal process;
- Teach self-designed 4000-level business school course *Lawyers & the Legal Process*, an upper-level elective course meant to introduce business students to the reality of the practice of law and how their careers can and will be impacted by lawyers and the legal process;
- Teach self-designed Honors College seminar discussing real-world business risk assessment and mitigation through a combination of lecture and student-conducted interviews with various Atlanta-area professionals and business owners;
- Panthers on Wall Street and Panthers in London 2016 Cohort Instructor, *Not Another Ethics Presentation?*, April & May 2016;
- Georgia State University Pre-Law Advisor and Co-Coordinator of the GSU Pre-Law Advising Program;
- Faculty Advisor to the Georgia State University Miracle Network Dance Marathon, supporting Children's Miracle Network Hospitals and Children's Healthcare of Atlanta, and Phi Mu Sorority.

Publications & Presentations

- Ryan C. Grelecki & Susan L. Willey, *Applying Legal Concepts to Business in a Legal & Ethical Environment of Business Course: The Build-A-Business Project*, 34 J. LEGAL STUD. EDUC. 89 (2017).
- Winner, 2016 Charles M. Hewitt Master Teacher Competition, Academy of Legal Studies in Business Annual Conference in San Juan, Puerto Rico, August 2016;
- Panelist, *Serving the Underserved: Challenges & Opportunities in Teaching Traditionally Underserved Students*, Academy of Legal Studies in Business Annual Conference in San Juan, Puerto Rico, August 2016;
- Presenter, *The Build-A-Business Project: Applying Legal Concepts to Student-Created Businesses*, Georgia State University Center for Excellence in Teaching & Learning Conference on Scholarly Teaching, April 2016;

Visiting Assistant Clinical Professor
Adjunct Professor

Fall 2013-Spring 2015
Spring 2012-Fall 2013

Law Practice & Legal Industry Experience

Grelecki Law, LLC, Marietta, Georgia

August 2013-Present

Managing Member

- Offer legal career counseling services through proprietary LawWhys? Pre-Law Discovery Program, leveraging active status as a Certified Practitioner of the Herrmann Brain Dominance Instrument (HBDI®) behavior science methodology;
- Provide legal industry business development consulting services;
- Conduct client services-focused business development training.

Kilpatrick Townsend & Stockton LLP, Atlanta, Georgia

July 2012-August 2013

Manager, Professional Development

- Managed all training initiatives for attorneys and staff for full-service AmLaw 100 law firm;
- Designed, developed, and delivered training to attorneys at all levels (associate, counsel, partner) in connection with both hard (litigation skills, negotiation skills, legal writing) and soft skills (business development, client management, time management communications, presentations, diversity & inclusion);
- Oversaw all Continuing Legal Education programs and attorney compliance;
- Prepared and maintained firm annual Professional Development budget

Ryan C. Grelecki, J.D.

American Legal Search, LLC, Atlanta, Georgia

May 2011-July 2012

Senior Legal Recruiter

- Sourced attorneys at associate and partner levels for permanent placement within law firms and corporate legal departments throughout the United States, including, but not limited to, Atlanta, Boston, New York, and Washington, DC;
- Engaged in business development activities to identify and attract new law firm and corporate clients.
- Managed relationships with current law firm and corporate clients throughout the United States.

Greenberg Traurig, LLP, Atlanta, Georgia

August 2006-March 2008; January 2009-May 2011

Associate, Commercial Litigation Group

- Regularly appeared before Georgia superior, state, and magistrate courts in trial and motion settings in various complex commercial litigation matters;
- Conducted depositions and fact-witness interviews; handled mediations and settlement negotiations; drafted pleadings, motions, and written discovery in State and Federal Court;
- Served as associate development program designer and presenter on topics relating to associate satisfaction; worked with shareholders, senior management, and professional development staff across multiple offices to develop programs targeting firm associates on how to maximize firm opportunities; presented associate development materials in panel format with firm shareholders to firm associates.
- Reviewed and edited associate development materials relating to core competencies and other evaluative measures, both in general and specific to office litigation practice group;
- Delivered training to new associates on general firm policy and procedure, time entry, and various practice pointers; delivered practice group specific training on litigation skills;
- Served as new associate mentor and summer associate mentor;
- Conducted on-campus and office interviews for all summer associate and lateral associate candidates;
- Atlanta Council for Younger Lawyers Board Member;
- Co-author, *Toxic Mold Litigation*, Second Edition (Lawyers & Judges Publishing), 2009.
- Co-author, *A Certificate of Insurance Without a Policy is like Concrete Without Rebar, It Just Won't Hold Up Under Pressure*, *The Plumb Line: A Quick Look at Legal Issues Affecting Your Construction Business*, Fall 2007.
- Named a Rising Star in Georgia *Super Lawyers Magazine*, 2011.

Alston & Bird LLP, Atlanta, Georgia

March 2008-January 2009

Associate, Securities Litigation Group

- Prepared various critical motions in large securities class action, including *Daubert* Motion related to plaintiff's damages expert and Rule 11 Motions for Sanction;
- Prepared position statement in broker/dealer FINRA arbitration on behalf of one of the world's largest financial institutions;
- Conducted internal investigation of suspected fraudulent employee activities for one of the nation's largest commercial real estate companies.

Additional Work Experience

Bunnell Idea Group, Atlanta, Georgia

January 2012-Present

Global Consultant & Certified GrowBIG® Facilitator & Achieve Coach

- Bunnell Idea Group (BIG) is a business development training, coaching and consulting firm.
- Help organization leadership with analysis, strategy and governance for business development;
- Provide GrowBIG® training, coaching and consulting;
- Tailor the implementation and integration of the GrowBIG® business development system for every nuance of the company culture, competition, business environment and revenue goals.

Kredible Technologies, Atlanta, Georgia

January 2014-January 2017

Director of Business Development

- Kredible is an Atlanta-based technology start-up providing research-based technology solutions for the enhancement and management of online professional profiles;
- Provided client services professionals with uniquely designed, industry-specific tools allowing them to manage and elevate their online credibility in order to realize greater success in business development.
- Managed specific sales processes designed for legal and commercial insurance verticals;
- Responsible for targeting, lead generation, product demonstration, and client contract negotiation.

Ryan C. Grelecki, J.D.

Accenture, Atlanta, Georgia

June 2001-August 2003

Technology Analyst

- Developed, tested, implemented, and supported computer-based customer relationship management systems for major telecommunications providers;
- Developed and delivered training on new customer relationship management software, provided on-site technical and functional support to call center representatives, and served as war room client liaison for multi-state call center system deployment.

Education

Florida State University College of Law, Tallahassee, Florida

Graduated *Magna Cum Laude* May 2006

Honors

- Order of the Coif
- Florida State University Law Review, Writing & Research Editor (2005-2006); Notes & Comments Editor (2004-2005)
- Extern to The Honorable Robert L. Hinkle, Chief Judge, United States District Court for the Northern District of Florida
- Intellectual Property I (Patents & Trademarks), Corporate Governance, and Legal Writing and Research I Book Awards Recipient
- Publication: *Can Law and Economics Bring the Funk . . . or Efficiency?: A Law and Economics Analysis of Digital Sampling*, 33 Fla. St. U. L. Rev. 297 (2005).

The College of William and Mary, Williamsburg, Virginia

Graduated *Cum Laude* May 2001; B.B.A. in Marketing and B.S. in Religion