

Margarita Valdés Cortés, MBM.

Internet & Tech & In-House lawyer | Business, People & Project Management | Legal Counsel | Coaching & Mentoring | Trademarks & Domains | Happiness at work!

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Abstract

Experienced In-House lawyer, project management, and leadership skills, I am able to manage multiple roles, with respect, delegation, effective communication, integrity, and commitment to excellence. Capable to built long-term relations based on trust in business, work, and personal fields. I really like to work in diverse and international teams.

I am an active participant in the international Internet community @ICANN, @LACTLD, @ccNSO @LACNIC. In my role as Legal Director, I have interacted with Government, NGOs, Universities, International Organizations, Companies, and Law enforcement bodies.

Some of my professional skills are related to Law, Talent Management, Intellectual Property and Trademarks, Domain Names, Registry-Registrar services, Internet Business, Management, and International and governmental relations. My expertise areas are Legal Counseling, Intellectual Property, Business, Data Protection, Trademarks, Negotiation, Arbitration and Mediation, Coaching, People Talent Management, Mentoring, Leadership and Happiness at work.

I am an amateur jazz singer and some of my personal interests are music, art, literature, travel, culture, photography, and cooking.

Experience

Business and Legal Director at NIC Chile - University of Chile.

May 1999 - Present: Legal In-House and business duties include customer services, institutional relationships with the government, business design, marketing, legal counseling, contracts, international affairs, intellectual property management, cybersecurity, registry-registrar system, people management, etc. This includes participation in International levels of coordination of Internet systems and protocols (ICANN), policymakers, stakeholder management, and Latin American and Caribbean Internet Organizations.

As Legal Director I am in charge of the Local Dispute Resolution System, and On-Line Arbitration Platform, also I am leading the Legal Aid .CL end users Program. Additionally, I am in charge of the issues of contracting, suppliers, public purchases, negotiations in their aspects of public and private law.

International duties:

- **Councilor en ICANN- ccNSO,**
March 2012 - 2021 : Work in different areas of the domain name system (DNS) and participating in working groups to build common recommendations and policies in this matters.
- **Chair LACTLD, Latin American and Caribbean Top Level Domain Organization**
May 2006 - May 2008 LACTLD is a non governmental organization, about domain names, TLDs, for Latin America and Caribbean region, based in Montevideo, Uruguay. I was elected as Chair for 2 years term.
- **NIC Chile representative at ICANN**

1999 - present: I participate as a representative of NIC Chile at the ccNSO support organization of ICANN.

Legal and Business Manager en Webhost Chile S.A.

March 1996 - May 1999: I was in charge of the legal and commercial matters in one of the firsts ISP (Internet Service Provider) in Chile, at the starting time of the Internet connection in the country.

Academic experience

Invited professor at Summer School en WIPO (World Intellectual Property Organization)

January 2014 - 2016: Speaker about Internet and Legal matters, like on line contracts, free speech rights, domain names, dispute resolution policies and systems.

Invited Professor at Universidad de Chile, November 2012 - 2016 : Invited professor in the Master Program in New Technologies, Faculty of Law, teaching about Internet, DNS system, domain names and legal matters related.

Certifications

Workplace and sexual harassment workshop, University of Chile, 2019.

Talent Management, University of Chile, School of Economics, August 2016.

Inside Out Leadership, Adolfo Ibáñez University, January 2009

Strategic Leadership, Adolfo Ibáñez University, April 2004

Advanced Negotiation, University of California, Berkeley, Haas School of Business November 2003

Internet Law Program, Harvard Law School July 2001

Advanced Negotiation Harvard Negotiation Project, Fundación Chile June 2002

Leadership, YMCA Santiago, Chile December 1982

Achievements

Registrars for .CL Registry: January 2019 - Present. Santiago Chile: New selling channel for .CL domain registry, to help spread and grow the .CL registrations in all the world.

Arbitration On Line System for .CL Disputes: December 2013 - Present: Policy and structure design of this new procedure, the OnLine dispute resolution system for domain names under .CL

Mediation Center NIC Chile: January 2000 - December 2013: The Mediation Center of NIC Chile is a service given in order to resolve disputes about domain names under .CL , free payed. We help the users to find points to built an agreement, in order to avoid the jurisdictional scenario.

Electronic invoice for University of Chile: January 2001 - August 2003: NIC Chile was the first public entity to implement electronic invoice in the country, with another 8 private companies. As a project, this implementation was a great advance for the University of Chile accountant systems.

Internationalized Domain Names (IDN) for .CL: September de 2005 - present: IDN (Internationalized Domain Names) is a system that permits the use of domain names written or composed with special characters by the communities, in their own language. In the case of .CL, our community can use the special characters of the Spanish language: á, é, í, ó, ú, ñ, and ü.

Education

Adolfo Ibáñez University, School of Psychology, Master's degree in Leadership Behavior, General, HHRR, 2022.

Adolfo Ibáñez University, Master's degree People and Business Management (MDPO), Business and People Management, General, HHRR, 2021.

Adolfo Ibáñez University, School of Business, Diploma Organizational Happiness, 2017.

Adolfo Ibáñez University, Master's degree of Business Management (MGN), Business Administration and Management, General, 2013 - 2015.

Universidad de Chile: Laws, 1988 - 1995.

Voluntary work

University of Chile, Faculty of Law, Mentoring program, 2021 - present : volunteer as a mentor for graduated and undergraduate students, to lead their studies and career to a happy fulfilling life.

Internet Society, Early Career Fellowship Program, 2021 - present: volunteer as a mentor for a new generation of Leaders in the Internet ecosystem.

Internet Society, Board Member Chilean Chapter, Oct 2019 - Present: Civil Rights and Social Action

Chiletec AG, 2021-2022: Invited board member, Santiago, Chile.

YMCA in Chile, 1980-1988: Sports and social Leader: We work with children and families to enjoy sports, social and outdoors activities, with an ecumenical inspiration.

Languages

Spanish as a mother tongue.

English, fluent, writing and speaking.

Skills and knowledge

Intellectual Property Issues, Mediation, Contracts drafting and negotiation, Policy, Business Strategy, Strategic Planning, Telecommunications, Public Relations, Project Management, Social Media, International Relations, Public Speaking, Business Development, Leadership, Domain Names, E-commerce, Coaching, Mentoring, Human Resources Management, Team building, Word, Excel & PowerPoint, Zoom, Google meet, MS teams, Google Drive, etc.

Personal interests

Leadership, Internet, Music, Literature, Politics, Travels, Coaching, Mentoring, Innovation, Talent Management, Internet, Technology.