

## Contact

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## Top Skills

Immigration Law

Corporate Law

International Commercial Law

## Languages

Spanish (Professional Working)

English (Full Professional)

Portuguese (Native or Bilingual)

German (Limited Working)

## Certifications

OAB São Paulo

New York Bar

# Katia Rocha, Esq.

Immigration | Corporate and Commercial Law | Investment in the USA

Miami, Florida, United States

## Summary

I'm a lawyer with dual Brazilian and American citizenship, specializing in immigration to the USA. But what sets me apart is my personal experience as an immigrant, woman, and Latin American.

I possess a deep understanding of the challenges and aspirations that people face. My journey started in Brazil, where I worked for multinational companies and law offices. Then, I relocated to the USA in 2010, pursuing further education to obtain my license and establish my law firm: SOMOS THE LAW FIRM.

Regarding my work, I'm reliable and approachable, committed to making a positive impact and driven to help individuals and families achieve their dreams by providing legal expertise, empathetic support, and personalized solutions. I'm a stickler for accuracy and solid information as key to success. So, if you're looking for someone who understands your journey, values your dreams, and can guide you through the intricate world of immigration, let's connect!

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## Experience

Somos the Law Firm of Luisa Gamboa PLLC

Founder and Partner

March 2017 - Present (7 years 10 months)

Miami/Fort Lauderdale Area

A boutique law firm that focuses on US immigration, general Colombian law, and in-house legal services for companies doing business in Latin America.

Motorola Solutions

8 years 11 months

Lead Counsel for Latin America and the Caribbean Region

January 2014 - December 2014 (1 year)

Plantation, FL

Promoted to Lead Counsel for Latin America. Directed entire legal function and advised Regional General Manager for this \$500M operation ensuring alignment of business objectives, while fully complying with applicable laws and regulations and avoiding unacceptable risks; and providing informed cost-benefit analysis when identifying these risks. Reported to VP Legal / Lead Counsel for North America until July 2014 and thereafter to VP Legal / Lead Counsel for Europe. Led, managed, reviewed, guided and supported 9 attorneys in Mexico City, São Paulo/Brazil and Plantation, FL.

- Managed Company's litigation matters for the region, especially the labor cases in Brazil, around 35 open cases, reducing the final costs and the adoption of preventive measures to avoid future cases.
- Partnered with outside counsel regarding regulatory and compliance matters through out 16 entities, assuring their good standings.
- Led the negotiations and implementation for two complex new telecommunication technologies projects totaling \$100M of the first LTE-Long Term Evolution system in Mexico and the network reconfiguration contracts with major carriers in Colombia.
- Participated with Regional General Manager regarding strategy and operational reviews and oversaw Regional Ethics & Compliance quarterly meetings.
- Developed strong cross cultural skills and recognized by the ability to work in high stress environments.

#### Sr. Commercial Counsel

February 2006 - January 2014 (8 years)

Plantation, FL and Sao Paulo, Brazil

Asked to relocate to Latin America Headquarters to take on additional roles and responsibilities supporting a large and new business unit (public safety and enterprise businesses), with +300 sales associates, providing the region with support of drafting, reviewing and negotiating international agreements including direct sales, distribution, system integrator, consortium arrangements, services, and turn-key, in transactions totaling more than \$300M.

- Led legal team in development of corporate wide models for doing business in the region resulting in the renewal of 100 contracts.
- Received General Counsel's Award for leading the largest contract in the region with a key strategic customer.
- Established the company's compliance program, and implemented policies and procedures to address anti-corruption risks, Foreign Corrupt Practices

Act (FCPA), export control, antitrust, local privacy and data security. Provided training to commercial teams and third-party sales representatives.

- Built successful partnerships with sales, marketing, government affairs, finance, HR as well as other cross-functional areas.
- Actively participated in a cross-regional project with peers from Europe, Asia and North America to develop a global system integration template.

#### Motorola Industrial Ltda.

##### Sr. Commercial Counsel

February 2006 - February 2010 (4 years 1 month)

Reported to Latin America Regional Lead Counsel. Acted as the sole legal support, providing guidance to all sales businesses in Brazil, including mobile devices, networks, connected homes and public safety.

- Reduced outside counsel costs, by bringing in-house all legal support, documents review, administrative appeals, defense and counter arguments. Also managed and coordinated outside counsel work, including labor, competition and commercial issues and litigation.
- Negotiated all major contracts negotiations for the region, such as the PAN American Games – Public Safety \$70M Contract; implementation of the first WiMAX Network Project, and developed the first mobile devices contract with different carriers in Brazil, such as Claro, TIM and Vivo.
- Reduced the company's risks and created the prototype used in other parts of the region, such as Argentina, Chile and Peru.
- Accountable for compliance and reorganization of sales, finance and commercial areas by creating internal policies and procedures and training more than 200 associates, ensuring the company's exposure to legal risks were minimized.
- Participated in Company's Business Unit separation activities for contract review and assignment in preparation of the spinoff of Motorola's mobility business.

#### Editora Abril SA

##### Sr. Lawyer

January 2002 - January 2005 (3 years 1 month)

Reported to the Legal Director and managed the corporate area, comprised by 85 different companies, among corporations and ltd.

- Participated in the corporate reorganization of the entire group for the sale of 30% of the shares to a private equity fund, by reducing the company's internal debt and re-positioning the group among the biggest media groups in Latin America.

- Responsible for the legal documents required by the Brazilian Security Exchange Commission (CVM), Board of Commerce of the State of Sao Paulo (JUCESP) and other necessary offices, by redrafting all By-laws to comply with the change in commercial law.

#### TVA Sistema de Televisao SA

Sr. Lawyer

August 1998 - January 2002 (3 years 6 months)

Reported to the Legal Director and responsible for the corporate and contracts areas, with focus in the telecommunication area, actively acting at the Brazilian Regulatory Agency (ANATEL) and the Pay-Tv Brazilian Association (ABTA) and participated in the due diligence process and sales of the company's interest at DIRECTV, Eurochannel, HBO and ESPN.

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## Education

#### University of Miami School of Law

Master of Laws (LLM) - 2016, US and Transnational Law for Foreign Lawyers · (2015 - 2016)

#### Ibmec

Master of Laws (LLM), Banking, Corporate, Finance, and Securities Law · (2004 - 2005)

#### Universidade Presbiteriana Mackenzie

Postgraduation, Banking, Corporate, Finance, and Securities Law · (2000 - 2000)

#### Universidade Presbiteriana Mackenzie

Bachelor of Laws (LLB), Law · (1987 - 1991)