



SAMANTHA S. SOSA

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Fort Lauderdale, USA

ABOUT ME

Strategic legal, fintech, and business executive with a proven track record of launching disruptive products, optimizing operations, and navigating complex regulatory landscapes. Passionate about building sustainable fintech companies, leveraging AI and blockchain technologies, and fostering a more inclusive economy through innovative solutions.

EDUCATION

Master's in Fintech & Banking Law

Université Côte d'Azur, France
2019 - 2020 | Class Salutatorian

Master's in Economic & Business Law

Université Côte d'Azur, France
2018 - 2019 | Class Valedictorian

Bachelor of Legal studies

Université de Lille 2, France
2015 - 2018 | Highest Honor

SKILLS

- Legal Compliance (GDPR, Data Privacy, Cybersecurity)
- Strategic Planning & Market Expansion
- SaaS Development & UX/UI Oversight
- AI and Blockchain Integration
- Negotiation & Business Development
- Multilingual: English, French, Haitian Creole, Spanish (Intermediate)

CERTIFICATIONS

- GDPR Compliance Training
- Blockchain & Standards
- Cybersecurity
- Decentralized Finance
- Algorithmic Trading
- Artificial Intelligence & legal issues
- Machine learning
- Project management

EXPERIENCE

Executive Director

2021 - Present

SOFITEC | Haïti

- Led cross-functional teams in market studies, fundraising, and investor relations, reducing product launch costs from \$2.7M to \$1.2M.
- Established competitive strategies for pricing, partnerships and customer acquisition, driving new market entry.
- Ensured legal compliance and best practices in cybersecurity and data privacy.
- Established competitive strategies for pricing, partnerships and customer acquisition, driving new market entry
- Oversaw SaaS development, UX/UI design, and integration with key tech partners, including BUH-Moneygram, Digicel, Natcom, Microblink, and Kineto

Executive Director

2022 - 2023

AIM Capital | Haïti

- Spearheaded efforts to launch an investment firm, tripling initial capital from \$500K to \$1.5M.
- Automated operations using AI, creating a self-sustaining organizational structure.
- Maintained compliance with regulatory requirements across operations.

Legal Advisor

2021 - 2023

Alternative Insurance Company (AIC) | Haïti

- Provided fintech and legal support for digital transformation initiatives, including e-signature and mobile money premium payments.
- Managed compliance reporting and coordinated startup implementation for affiliated firms.
- Drafted and negotiated high-value insurance contracts, including reinsurance agreements, while advising executive leadership on regulatory changes impacting product offerings and market strategies.

Legal Assistant

2020 - 2021

Société Générale (Private Banking) | Monaco

- Advised on litigation, debt recovery, and contractual matters.
- Maintained legal relations with international partners (UK, BVI, CI).
- Published the legal department's internal newsletter.

Legal Intern

Summer 2019

Digicel Group | Haïti

- Drafted legal frameworks and documents for projects such as the MonCash e-wallet.
- Collaborated with the regulatory department to ensure project compliance.

Legal Intern to the President of the Senate

Summer 2017

Congress | Haïti

- Delivered legal and administrative support during Senate meetings.
- Provided translation services for international delegations.