



SAMANTHA S. SOSA

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sosa-samantha

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Fort Lauderdale, USA

ABOUT ME

Experienced professional with over 5 years of expertise in leading cross-functional teams and managing the full project lifecycle. Skilled in contract negotiation, vendor management, and driving operational efficiency while ensuring regulatory compliance.

EDUCATION

Master's in Economic & Business Law with specialization in Banking Law & FinTech |
Université Côte d'Azur, France

Evaluated as the equivalent of a U.S. Master's degree by World Education Services (WES) in April 2024
2018 – 2020 | Class Valedictorian | GPA : 3.9

Bachelor of Legal studies | Université Lille 2, France

Evaluated as the equivalent of a U.S. bachelor's degree by World Education Services (WES) in April 2024
2015 – 2018 | GPA : 3.3

SKILLS

- **Legal & Regulatory** : Contract management (Adobe, DocuSign), Negotiation, Research (LexisNexis, Westlaw), Regulatory compliance (GDPR, Data Privacy, US regulations).
- **Technical** : Project management (Jira, Trello, Asana), Product development, SaaS Development, UX/UI Oversight, Stakeholder Management, Agile/Scrum methodology, Budgeting & Cost Control, Risk management.
- **Sales** : Strategic Planning, Market Expansion, Business Development.
- **Productivity & Collaboration Tools**: Microsoft 365 (Word, Excel, PowerPoint, Teams, Outlook), Google Workspace (Docs, Sheets, Slides, Drive, Gmail), Remote collaboration (Zoom, Dropbox)
- **Data Analytics & Visualization**: Tableau and Power BI, for interactive dashboards creation.
- **Multilingual** : English, French, Haitian Creole, Spanish (Intermediate)
- **Certifications** : Blockchain & Standards, Machine Learning, Project Management.

EXPERIENCE

SOFITEC I Haïti

Executive Director

2023 – Present

- Manage end-to-end project lifecycle for fintech solutions, overseeing vendor contracts, budget management, and compliance with data protection regulations.
- Establish competitive strategies for pricing, partnerships and customer acquisition, driving new market entry.

Lead Project Coordinator

2022 – 2023

- Led cross-functional teams to implement agile methodologies in market studies, fundraising, and investor relations, reducing product launch costs by 40%.
- Oversaw SaaS development, UX/UI design, and integration with key tech partners, ensuring timely delivery and alignment with stakeholder expectations.

Legal Advisor & Contract Manager

2021 – 2022

- Negotiated contracts with key technology partners, ensuring compliance with both financial and regulatory standards.
- Oversaw full contract lifecycle, from partner agreements to compliance, optimizing operations and innovation.

AIM Capital I Haïti

Executive Director

2022 - 2023

- Launched investment firm, tripling capital from \$500K to \$1.5M.
- Automated operations with AI, establishing a self-sustaining structure.
- Ensured regulatory compliance across all operations

Alternative Insurance Company (AIC) I Haïti

Legal Assistant & Contract Manager

2021 - 2023

- Managed full contract lifecycle, including drafting, negotiation, compliance, and renewals.
- Supported fintech and legal aspects of digital transformation, including e-signatures and mobile money payments.
- Drafted and negotiated high-value insurance contracts, advising leadership on regulatory impacts.

Société Générale (Private Banking) I Monaco

Legal Assistant & Contract Manager

2020 - 2021

- Provided counsel on contract negotiations, dispute resolution, and debt recovery to ensure compliance and mitigate risk in contractual agreements.
- Managed legal relationships with international partners (UK, BVI, CI), overseeing cross-border contract terms, compliance, and renewals.

Digicel Group I Haïti

Legal Assistant & Contract Manager

2019 - 2020

- Drafted legal frameworks and documents for projects such as the MonCash e-wallet.
- Managed the complete contract lifecycle, including vendor agreements, infrastructure leases, regulatory compliance, and service-level monitoring to ensure seamless operations.