

Gvantsa Baidoshvili

UCLA LL.M. Candidate · TSU LL.B. and LL.M. · Certified Privacy Professional Europe
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Languages: Georgian (Native), English (C1), German (B2), Russian (B1), Spanish (A2)

Business and intellectual-property lawyer with eight years of cross-border experience advising entertainment, technology, e-commerce, and fintech companies on complex transactions, IP licensing, and regulatory compliance. Skilled in drafting and negotiating high-value commercial agreements and structuring multi-jurisdictional investments. Represented Universal Music Publishing Group, Warner Music Group, and Sony ATV in copyright disputes in Georgia, and led collaborations with Disney and Swarovski for an international e-commerce brand. Former CEO of Georgia's Collective Management Organization for performers and producers, where I negotiated 26+ international representation agreements and secured SCAPR membership, strengthening global IP-rights enforcement.

Professional Experience

GB and Partners Law Office (GBPLO) | Remote | Tbilisi, Georgia

Partner

Mar 2023 – May 2026

- Advise and represent clients across multiple jurisdictions on high-value corporate, commercial, and financial transactions. Lead negotiation and execution of cross-border M&A, joint ventures, and strategic partnerships, ensuring alignment between legal, regulatory, and business objectives.
- Oversee complex dispute resolution, including multi-jurisdictional enforcement and settlement strategies. Provide end-to-end guidance on intellectual property, data protection, and technology-driven transactions, including licensing, digital rights management, and emerging fintech frameworks.
- Counsel multinational corporations, investors, and nonprofits on governance, risk, and compliance. Drive firm-wide innovation by implementing efficient contract management systems and scalable knowledge frameworks to enhance client service and profitability.

Founder of GBPLO Academy and Issue Zero

Feb 2025 – May 2026

- Established an international legal and business education platform.
- Designed and led The Global Contract Playbook, a 10-session live program attended by 1,000+ participants from 25+ jurisdictions.
- Created The Clause Vault™, a curated database of internationally enforceable contract clauses used by legal teams and entrepreneurs worldwide.
- Since June 2025, I have managed a forum for systems thinkers exploring the societal, ethical, and strategic challenges posed by potential artificial superintelligence.

TOMO (TerraShops) | Remote | Connecticut, USA

Head of Legal Department

Nov 2022 – Jan 2025

Legal Adviser

Jul 2021 – Nov 2022

- Promoted to Head of Legal after serving as in-house Legal Adviser, taking full responsibility for corporate legal operations, U.S. and international compliance, and cross-border commercial contracting.
- Structured and negotiated partnership, brand licensing, co-branding, and distribution agreements with Disney, Swarovski, and The Coffee Bean & Tea Leaf, ensuring compliance with U.S. intellectual property, advertising, and product liability laws, as well as regulatory frameworks in Singapore, the UAE, and the European Union.
- Managed global supply-chain compliance, export controls, product safety certifications, and manufacturing standards for branded merchandise distributed across North America, Europe, and Asia.
- Drafted and negotiated IP licensing frameworks, indemnity and insurance provisions, and quality-control and certification clauses, coordinating approvals with licensors, and regional regulatory bodies.

- Oversaw marketing, publicity, and data-protection compliance, aligning advertising practices with FTC standards and data handling with CCPA, PIPEDA, GDPR and DPDP requirements.
- Directed multi-jurisdictional trademark registration, IP enforcement, and brand protection strategies, ensuring consistent global compliance and minimizing infringement exposure.

Revenue Capital | Remote | Georgia & Poland

Legal Counsel

Dec 2021 – May 2024

Advised on investment, securities, fintech, and digital-asset regulations; structured and drafted SAFT and other token-based financing instruments for non-traditional investment models; ensured compliance with EU financial-services directives and cross-border licensing regimes, mitigating exposure under AML, CTF, and investor-protection frameworks.

Georgian Neighboring Rights Association | Tbilisi, Georgia

Chairperson of the Board, CEO

Jan 2023 – Mar 2024

Led global royalty collections and international expansion initiatives, ensuring equitable artist compensation and transparent rights administration. Negotiated and executed reciprocal representation agreements with collective management organizations in 26 jurisdictions, strengthening GNRA's global rights-enforcement network. Oversaw financial governance and represented GNRA in high-level copyright and neighboring-rights negotiations before international IP bodies and industry forums.

Wekr3ate Media | Remote | Ontario, Canada

Rights Manager & Legal Adviser

May 2020 – May 2023

Advised on copyright, neighboring rights, and privacy law issues affecting music publishing and digital distribution; drafted and negotiated recording, publishing, and licensing agreements for artists and producers; coordinated music registration with Canadian performing rights organizations; and established sub-publishing partnerships to expand royalty collection and optimize cross-border revenue.

PriceWaterhouseCoopers | Tbilisi, Georgia

Tax & Legal Department Intern

Aug 2020 – Jun 2021

Drafted commercial and corporate agreements and assisted in transactional due diligence. Conducted tax exposure assessments and supported client representation in administrative and court proceedings. Provided research and advisory support on international data protection, employment, and product safety regulations.

GMI Rights Management | Tbilisi, Georgia

Legal Associate; Sync & Licensing Manager

May 2017 – Apr 2020

Represented GMI and its international partners, including Universal Music Publishing Group, Warner Music Group, Sony ATV, and individual authors and artists, in licensing negotiations and copyright litigation. Drafted and negotiated synchronization, mechanical, and neighboring rights licenses. Managed music reproduction and royalty disputes, conducted comparative pricing analyses across international markets, and advised on compliance with collective rights management regulations.

Education

University Of California Los Angeles (UCLA) | Los Angeles, California

Aug 2025 – May 2026

LL.M. Business Law – Securities Regulations (+ focus on Entertainment Law). Dean's Tuition Fellowship Award.

Ivane Javakhishvili Tbilisi State University (TSU) | Tbilisi, Georgia

Sep 2020 – Aug 2022

LL.M. Business Law. Master Thesis – The Legal Features of Intellectual Property Rights Management: Tokenization and Strategies for Tech Companies. GPA 3.8(4.0).

Ivane Javakhishvili Tbilisi State University (TSU) | Tbilisi, Georgia

Sep 2015 – Aug 2019

LL.B. Ranking – 3rd place (out of the best 0.5%) among 605 graduates of 2019; GPA 4.0(4.0). Award – The Best Student of the Year 2017.

Affiliations

- **National Centre of Alternative Dispute Resolution**
NCADR Certificate of Mediation Training since December 2021. Passed national mediator examination.
- **Georgian Bar Association**
Qualification Certificate in Business and Administrative Law since March 2021.
- **Cumorah Academy – Business Mentor** Jan 2025 - Apr 2025
Facilitating entrepreneurial development across a 12-week program, focusing on exploring lean canvas models, creating product roadmaps, validating MVPs, analyzing markets, refining business models, and delivering final presentations. Providing hands-on practice and strategic guidance to transform ideas into viable ventures, ensuring both conceptual understanding and practical experience.
- **INATBA – International Association for Trusted Blockchain Applications** Dec 2021 – May 2024
Member of the Working Groups, contributing to policy recommendations on the EU Markets in Crypto-Assets (MiCA) Regulation, DORA, and Transfer of Funds Regulation (TFR). Collaborated with the European authorities and industry experts to assess compliance frameworks for tokenization, crypto-asset issuance, and cross-border blockchain governance.
- **CAIDP – Center for AI and Digital Policy** Aug 2022 – Jan 2023
Researching AI history, institutions, and regulations. Particular attention is given to the AI policy frameworks that are shaping international norm for the use of AI. These include the Universal Guidelines for AI (2018), the OECD AI Principles / G20 AI Guidelines (2019), the UNESCO Recommendation on the Ethics of AI (2021), the EU AI Act, and the Council of Europe Convention on AI.

Achievements

- Stanford Law School – Selected for LL.M. in Law, Science & Technology body of 20–25 students (2025)
- Cornell Law School – LL.M. Admission Offer with Merit Scholarship (2025)
- University of Pennsylvania Carey Law School – LL.M. Admission Offer with Dean's Merit Scholarship (2025)
- UC Berkeley School of Law – LL.M. Admission Offer with Merit Scholarship (2023)
- New York University School of Law – LL.M. Admission Offer with Graduate Scholarship (2023)
- University of Michigan Law School – LL.M. Admission Offer with Merit Scholarship (2023)
- Georgetown University Law Center – LL.M. Admission Offer with Graduate Scholarship (2023)
- UNH Franklin Pierce School of Law – LL.M. Admission Offer with Dean's Scholarship, Professional Experience Award, and Franklin Pierce Center Scholarship (2024)
- Indiana University McKinney School of Law – LL.M. Admission Offer with the Merit Scholarship (2024)
- LMU Loyola Law School – LL.M. Admission Offer with Merit Scholarship (2021)
- Tbilisi State University (LL.B., 2015–2019) – Conference Winner, Full Tuition Award, Zviad Kordzadze Law Firm Scholarship, Semester Scholarships
- Estonian Development Cooperation Scholarship (2017)
- Presidential Scholarship for Academic Excellence (2009)