



JIM HIGHAM

Partner
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Jim brings over 25 years of legal and business experience to his role at Outside GC, including as a three-time general counsel and seasoned executive in the areas of business development and new market entry. This combination of experience leads Jim to take a practical, results-oriented approach for his clients so business needs are properly balanced with legal risk management. Jim works with both large, established organizations and small, entrepreneurial companies and regularly handles a broad range of legal matters, including

- Joint ventures & complex strategic partnerships involving foreign partners
- Commercial agreements
- Employment matters
- Operational and compliance issues
- Marketing & sales
- Intellectual property issues and licensing
- Corporate governance

Since 2016, Jim has served as Acting General Counsel of ModusLink Corporation, a market-leading supply chain management company with global operations, and a wholly owned subsidiary of Steel Connect, Inc., a publicly-traded diversified holding company (Nasdaq Global Select Market symbol "STCN"), with responsibility for all legal matters relating to ModusLink. In this role, Jim replaced a legal department staffed with four attorneys. He has also worked with a number of the firm's early stage technology clients across various industries, including cyber-security and precision medicine.

EDUCATION

University of Virginia, School of Law,
J.D.

Tufts University, B.A.

SECTORS AND SERVICES

[Business Startups & Corporate](#)

[Governance](#)

[Technology Transactions](#)

[E-Commerce & Digital Advertising](#)

[Software, SaaS & Hardware](#)

CREDENTIALS

Bar Admissions

District of Columbia

New York

Prior to joining Outside GC, Jim's general counsel roles brought him around the world, handling deals in dozens of countries across Africa, Asia-Pacific, Europe, Latin America and the Middle East. Jim has served as General Counsel and Chief of Business Development and Strategy at Gamelearn, S.L, a Madrid, Spain-headquartered early-stage provider of leading-edge, digital learning solutions; General Counsel and Head of International Development for Vistage International, Inc., a membership organization providing CEO and C-level executive development services in sixteen countries; General Counsel of Vsource, Inc., a Nasdaq-listed provider of business process outsourcing services operating throughout Asia-Pacific; and in-house at Teligent, Inc., a publicly traded telecommunications company, as its Director, International Group, Business Affairs, as well as at AOL in an international business role.

Jim began his legal career as a corporate associate at Orrick, Herrington & Sutcliffe (now Orrick) and later joined Hogan & Hartson (now Hogan Lovells), where his transactional experience included billions of dollars in equity offerings and mergers and acquisitions by internet, telecommunications and satellite companies. Jim received his B.A. from Tufts University and his J.D. from the University of Virginia School of Law.

Born in Hyderabad, India and raised in Pakistan, Sri Lanka, Iran, Turkey, South Africa and England, Jim is fascinated by all things international including travel. Jim claims he has yet to meet an exotic local food that he will not eat; though does admit that he did not go back for seconds on a few occasions. Jim's other outside interests are somewhat less brave and include golfing, spending time with his family and reading mysteries and thrillers, albeit preferably set overseas.