

Rosa Guirado

Senior Executive Lawyer, Economist & Counselor | English C1

Founder CEO of Legal Sharing (Legal Advice on Digital & Sharing Economy)

Business-oriented, empathic, talented, multidisciplinary, and problem-solving professional

Expertise: Regulation, Commercial and Digital Law.

Areas: Energy, Regulated sectors, Contracts and consumers, and digital platforms.

[LinkedIn](#) | [LegalSharing.eu](#) | [RosaGuirado.com](#) | rosa@legalssharing.eu | +34. 6000 16317



Graduate & Postgraduate Studies

Oct. 1990 - June 1995

Bachelor's degree in Law. Universidad Pontificia Comillas - ICADE E-3 . Madrid. Spain

Oct. 1990 - June 1996

Bachelor's degree in Economics & Business Administration Sciences (Financial)

Aug. 2020 - May 2021

Postgraduate Diploma in Digital Business. Strategies. Platforms. Marketing (9 months) | MIT & Columbia Bs School.

May 2018 - Ene. 2021

Digital studies: Digital Disruption Strategies, Blockchain, Legal Blockchain, etc. | **Professional Negotiation.**

Oct. 2009 - Jun 2011

Master's degree in Counselling (empathic listening). U.Ramon Llull. F.Pere Tarrés. Humanization Centre 1500h. 60C.

Sept.2000- Jun.2002

Spanish and EU **Competition Law.** Univ. Rey Juan Carlos I. 150h. **Contracting Law in New Technologies-** 120h

Legal Experience

Senior Energy Lawyer & Economist

- ✓ **Senior Generalist Lawyer & Economist**, handling a wide range of both private and public legal matters including Legal & Business Strategy as well as any kind of private & commercial agreements.
- ✓ 25 years-experienced Lawyer with deep and wide expertise on **energy transactions** (drafting, reviewing, negotiating EPC, O&M, outsourcing, SPA, SPVs...) and **commercial agreements** (drafting, reviewing, negotiating, and conflict-resolving), both in a national and an international basis.
- ✓ More than 16 years of experience in **regulation of energy and renewables markets** in Spain & Europe. I have also co-authored an Energy book (see my resume for professional, teaching and publishing experience).
- ✓ Expertise as a **Law Firms' Lawyer** (8 years), **in-house Senior Lawyer** (6 years), and **Freelance Senior Lawyer** (11 years).

Senior Freelance Lawyer 2009 - present

Senior Lawyer & Economist specialized in **commercial and digital contracts, digital economy, regulatory risks, renewables, Blockchain ...**

Senior Advisor of Digital Platforms, Start-ups and Entrepreneurs, as well as other clients such as: Renewables Companies (Regulatory DD), Airbnb, BlaBlaCar, Fluidra, Traity, OCU, Surplus, Troia Launcher, Mr. Houston, ángelGO, Foreign investment banks (on Spanish regulatory risks).

Renewable top solar company 2021

External Senior Energy Adviser of a Law Firm. Regulatory due diligence. 9 PV parks from different regions of Spain. 420 MWp.

Surplus Delsol Troia Launcher 2019

External Senior Legal Counsel

Rosa advised on the regulatory aspects of electricity self-consumption in Spain.

Rosa advised on **P2P collaborative platform** built on Blockchain (for immediate payments through *Smart Contracts*), through which neighbors of the same community, or individuals under the same low voltage transformation center, could **exchange the surplus of solar self-consumption**, with different types of priority (and price), without having to dump that surplus to the grid.

9Ren España (former Siemens Gamesa Solar) 2009 - 2015

External Senior Legal Counsel (managing in-house legal department)

Rosa advised Italian 9Ren Group (former Siemens Gamesa Solar) on all types of solar energy issues, such as:

Drafting and negotiation of all types of solar energy contracts (EPC, O&M, etc.) and commercial contracts (MOU, NDA, etc.).

M&A. Drafting and negotiation of SPAs contracts. Drafting and negotiation of contracts for the sale of SPVs with solar assets.

Pre-contentious claims for breach of contract, with remarkable success | Regulatory issues. | Business issues.

Pérez-Llorca June 2007 – Nov 2008

Senior Lawyer in **Public Law, Regulation, Regulatory risks, and Regulated sectors.**

Advises clients in the energy sector and in the renewable energy sector. Regulatory Due Diligences.

E.On. E.On customer management. Rosa advised on different issues such as

Legal acquisition of assets (from Viesgo) obtained in Enel and Acciona takeover on Endesa.

Management of authorizations before CNE and other competent authorities. | Regulatory issues.

Foreign investment funds. Acquisition of photovoltaic plants and parks.

Rosa provided legal advice on the request of the access point and connection to the networks.

Rosa advised on all types of regulatory issues, regulatory risks & content of future regulations.

Ariño and Villar Lawyers March 2005 – July 2007

Senior Associate Lawyer in the **Regulation, Regulated sectors, Commercial and Competition Law areas.**

Legal advice & daily management of companies in regulated sectors (Energy, Pharma, etc.). Advice in private law (contracts) and public law.

Co-Author of the book "[Energy in Spain and European Challenge. Security and Supply. Market power. Regulation. Competition](#)"

Lupicinio Eversheds (Denton Lupicinio) July 2001 – Mar. 2005

Associate Lawyer in the **Regulation, Competition, Good Governance and Corporate Law areas.**

Specializes in Commercial and Competition Law & Regulated Sectors (Energy, Pharma and Savings Banks).

Confidential top Spanish energy company. Rosa provided a regulatory and competitive analysis on the need for large ordinary generation power companies (with generation, distribution and commercialization activities integrated into a single corporate group) to share, with the new entrant

commercialization companies, all the personal data that distributors and/or generators shared with their commercialization companies. All this, as a form of liberalization and openness to competition of commercialization activity.

ECIJA Nov. 2000 – July 2001

Lawyer at the departments of **Commercial & New Technologies Law**.

Drawing up all types of contracts for Online Contracts webpage. | She assumes the launching of a Trading Online Financial Platform.

Preparation to sit the Exam to become a Public Bodies' Lawyer Nov. 1996 - March 2000

Higher Body of Lawyers of the Madrid Regional Government | Higher Body of Lawyers of the Spanish Auditors' Court.

LinkedIn Recommendations by some Clients, as a Freelance Lawyer & Economist.

Stefano Granella. Chief Strategy & Growth energy presso a2a. Former CEO & General Manager **Italian 9Ren Group** (former owner of Gamesa Solar)
"Rosa is a proactive lawyer, very oriented to the business. She has a high capacity of problem solving and to manage relationships."

Rafael Tabares. Founding Partner INRA Servicios Energéticos. Former **9Ren Spain** (Siemens Gamesa Solar) Head of Energy Efficiency Department.
"[Rosa is a] Very good professional. She drafted all the matters related to the energy contracts of 9REN Spain (Siemens Gamesa Solar). [She has a] Very positive attitude and with a lot of energy put into her work. At that time, I was the Head of the Energy Efficiency and ESCO department at 9REN Spain, and it was a pleasure to work with her."

Vincent Rosso. Co-Founder Consentio. Former **BlaBlaCar Spain** Co-Founder & General Manager.

"Working along with Rosa was an exceptional experience.

She helped me to discover the true sense of regulation regarding competition. Her deep, International, and precise knowledge of the subject was key to compel a structured and premium quality paper that we used to support BlaBlaCar position within the Sharing Economy debates set by the Spanish authorities.

Her legal advice and professionalism raised the bar of the debate which had contributed to demonstrate that the Sharing Economy has its place in our model of Society. Thanks again Rosa!"

Jaime Rodríguez de Santiago. Regional General Manager France, Spain, & Portugal **FREE NOW** (myTaxi). Former **BlaBlaCar Spain** General Manager.
"Rosa is second to none when it comes to her deep understanding of platforms' regulation and, in particular, Sharing Economy models. She's gained first-hand experience working with some of the biggest players in the industry, such as BlaBlaCar, where I was lucky to meet her. Not only she is an expert in her field, Rosa's professionalism and cheerful character makes her someone with whom it is simply a pleasure to work."

Erick Andrade. CFO. PMD ESADE, EMBA, EEN, Entrepreneur. **ángelGO** CEO & CFO.

"I had the opportunity to work with Rosa during the definition of the legal strategy of my start-up ángelGO.

She is a very business-oriented professional with a clear focus on the key business & legal risks management."

Languages

English C1 Writes, speaks, reads, and translates fluently. Capability to work in English. Advanced & Proficiency Studies.

Catalan B2 Understands, reads, and translates fluently.

French A2 Reads and translates up to medium level.

Skills

Personal skills

Proactive, analytical, and problem-solving professional. | **Entrepreneurial spirit & expertise**. Project Manager & Business Developer.

Empathic leader with great **communication skills** and ability to manage people, relationships, contacts and to **negotiate complex issues**.

Legal skills

Multidisciplinary Lawyer with a **wide legal knowledge & experience**, self-confidence, and **creativity skills** to face **new challenges** and issues.

Hardworking professional with **great ability to work efficiently** and to **study and learn any kind of relevant issues** according to clients' interests.

Teacher and Speaker.

Teacher of **European Union Competition Law** in *Master Law*. Villanueva University (2005)

Teacher of **Competition law** at the MASTER of *European Union Law* at UNIVERSIDAD CARLOS III

Competition and **Energy**: *years 2002 to 2005*

Competition and **Audio-visual Production / Intellectual Property**: *years 2002 to 2004*.

Lecturer of **energy markets functioning** in MASTER *International Law*. USP CEU (2004).

Teacher of **unfair competition** at MASTER of *International Law*. Universidad San Pablo CEU (2003).

Interaction between competition law and regulation. M&A in the **energy sector**. CLUB ENERGIA. 14 Nov 2007

Competition law and **energy sector**. Collusive behaviors. ENERGY CLUB. 7 Nov 2007

The amendment of Spanish Antitrust Law regarding M&As. Ife. Madrid (Feb 2007)

The **energy sector** and the competition. Panel shared with Pedro Mielgo. Ife. Madrid (Feb 2007 post)

Member of Spanish Antitrust Association (A.E.D.C.), Spanish Directors' Association (**EJE&CON**) & Tech Lawyers (**ENATIC**)
Lawyer # 56.784 ICAM (Madrid Bar Association)