NICHOLAS HUNLEY
Remote (Oklahoma City, OK) | Email: nhunley@gmail.com | Phone: 405-255-7119
LinkedIn: linkedin.com/in/nicholas-hunley-54625b26/

GENERAL COUNSEL | TRANSACTION EXECUTION | CAPITAL DEPLOYMENT

EXECUTIVE PROFILE

Enterprise General Counsel with 17+ years driving legal strategy for sponsor-backed and multi-entity operating platforms. Partner to ownership and executive teams on capital deployment, transaction execution, and revenue expansion. Known for building legal infrastructure from the ground up, accelerating deal timelines, reducing costs, and enabling scalable growth across complex organizations. Experience spanning a $1.2B AUM real estate platform and global operators across 90+ countries.

CORE LEGAL COMPETENCIES

Transaction Execution | Capital Deployment | Commercial Contracting
Legal Operations | Process Design | Deal Velocity Optimization
M&A Strategy | Restructuring | Special Situations
Corporate Governance | Board Advisory | Enterprise Risk
Regulatory Strategy | Multi-State Operations | Employment Risk
Outside Counsel Management | Cost Optimization | Capital Markets Support

PROFESSIONAL EXPERIENCE

SYLVAN ROAD CAPITAL LLC

General Counsel, VP (Head of Legal)
January 2022 – June 2026 | Remote
National single-family rental investment and operating platform; ~$1.2B AUM; 50+ affiliated entities across 15+ states.

- Built legal function from the ground up within a fragmented, multi-entity platform; implemented intake systems, standardized processes, and governance infrastructure to support scalability and transaction readiness.
- Reduced contract execution timelines by ~30% by implementing centralized intake, tracking, and lifecycle management system, enabling faster deal velocity.
- Negotiated and closed complex purchase, sale, financing, and vendor agreements routinely exceeding $50MM, directly supporting capital deployment and asset growth.
- Reduced outside counsel spend by over 50% annually (> $500K+) through strategic insourcing, template standardization, and internal capability build-out.
- Drove revenue initiatives, including rent optimization program generating >$2MM in incremental revenue and launch of captive insurance subsidiary producing >$800K in first 12 months.

TELEPERFORMANCE

Senior Corporate Counsel
July 2021 – January 2022 | Remote
Global digital services enterprise with 400,000+ employees across 90+ countries.

- Negotiated high-volume commercial agreements supporting multinational operations across diverse regulatory regimes.
- Advised on data privacy, employment, procurement, and enterprise contracting risk across global service lines.

OLAM INTERNATIONAL
Corporate Counsel
July 2020 – July 2021 | Remote
Global agribusiness enterprise operating in 60+ countries.
• Drafted and negotiated procurement, logistics, and services agreements across multi-jurisdictional operations.
• Supported supply chain risk mitigation and international regulatory compliance initiatives.

EKN HOLDINGS LLC
Corporate Counsel, Energy Investments & Transactions
September 2014 – July 2020 | Remote
Energy investment and asset development platform.
• Led legal structuring and negotiation of joint ventures, working interest acquisitions, mineral transactions, and asset purchases across multiple basins.
• Conducted due diligence and transactional risk analysis for upstream investments and development projects.
• Managed outside counsel and regulatory compliance for multi-entity energy operations.

CONOCOPHILLIPS
Attorney / Land Supervisor
August 2012 – August 2014
• Negotiated joint venture agreements and supported multi-million-dollar development programs; managed land and regulatory teams.

WPX ENERGY
Senior Counsel
October 2011 – August 2012
• Led legal strategy for active drilling programs and negotiated acreage trades and lease commitments.

CHESAPEAKE ENERGY
Attorney Landman
August 2007 – September 2010
• Managed large-scale acreage development and negotiated drilling and development agreements.

EDUCATION
Juris Doctor, ’08, West Virginia University
Bachelor of Arts, ’04, Political Science, West Virginia University

TECHNOLOGY & SYSTEMS
Ironclad and CLM Systems
Legal Operations and Compliance Platforms
Microsoft 365
AI-Assisted Contract Review