



Javier A. Gonzalez

Counsel | Atlanta

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Areas of Practice

Corporate Law | Mergers & Acquisitions | International Law | Latin America | Global Supply Chains and Onshoring

Javier Gonzalez is Counsel in the Corporate Practice of Smith, Gambrell & Russell, LLP.

Javier Gonzalez advises domestic and international clients on merger and acquisitions and business transactions, serving as counsel on a broad range of commercial and corporate matters. Javier's work is focused on the Latin American (LATAM) market, helping US Hispanic-owned businesses, and US businesses with a global presence.

With more than 20 years of experience, Javier counsels clients across a variety of industries, including manufacturing, distribution and franchising, food manufacturing and logistics, and construction. His work frequently involves helping businesses enter new markets or expand existing operations through cross-border strategies, corporate structuring, acquisitions, and day-to-day corporate governance and commercial contracting.

Javier's background living and working in Venezuela, Spain, and the United States informs his approach to international business transactions. He is attuned to the practical and cultural considerations that can affect deal execution and post-closing integration, and he focuses on helping clients build durable business relationships in addition to completing the transaction at hand.

In addition to his practice, Javier is active in the Hispanic business community in Atlanta and regularly supports student, entrepreneur, and nonprofit initiatives. He lectures on business law and cross-border transactions for universities and professional organizations, and he serves in various leadership roles within bar and industry groups, such as serving on the Board of Directors for the Georgia Hispanic Construction Association and the Atlanta Bar Association – International Law Section.

Representative Experience

- \$64 million sale of a commercial plumbing company to a private-equity-backed buyer. Negotiated and drafted principal transaction documents, including letter of intent, equity purchase agreement, rollover equity agreement, executive employment agreements, and closing deliverables.
- \$5 million sale of a UK-based security company with subsidiaries in Singapore, South Africa, UAE, Pakistan, and Mexico to a U.S. private-equity-backed buyer. Negotiated and drafted equity purchase agreement and ancillary documents. Supervised local counsel in multiple jurisdictions
- \$2.2 million joint venture in Dubai, UAE. Negotiated, reviewed, and closed a cross-border joint venture, including analysis of trade, tax, and corporate structuring implications.
- Capital raise by U.S. investors for investment in the Colombian agricultural sector. Provided guidance on U.S. and international securities compliance, tax implications, disclosure obligations, and coordinated Colombian counsel for real estate acquisition and negotiation of federal incentives.
- Drafted and negotiated global supply chain agreements for a middle-market U.S. medical device manufacturer, including manufacturing and supply, private-label, and distribution agreements with counterparties in Canada, Mexico, Costa Rica, Colombia, Brazil, EU, UK, Oman, Pakistan, China, South Korea, and other jurisdictions.

Admissions

Georgia

Venezuela

Languages

Spanish

Memberships

Board Member, Atlanta Bar Association – International Law Section

Board Member, Georgia Hispanic Construction Association

Latin American Association

Recognitions

Alumni of the Year Award by the Hispanic & Latino Law Students Association at University of Georgia School of Law

Publications and Speaking Engagements

Frequent guest lecturer at the University of Georgia, Georgia State University and Emory University

Frequent lecturer at the Latin American Association and the Georgia Hispanic Construction Association

Guest lecturer at Sorbonne Business School (IAE Paris) of Université Paris 1 Panthéon-Sorbonne