Looking North and Finding A World of Success in Business

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As Victor Pérez Urbán looked to a future in international business, he knew that an additional U.S. law degree would be a key qualification. After much research, he found himself in a New York state of mind.

A law graduate of Universidad Panamericana, Urbán was director of procedures for the Ministry of Finance and Public Credit in Mexico’s Office of the General Tax Attorney.

“I had decided to move from public service to private practice,” Urbán says. “I was looking for a master’s degree in law in the U.S. I evaluated different options, focusing especially in New York State, because to pursue a career in corporate law it was necessary to learn New York law. New York law is very useful for a foreign lawyer, because it’s so important in international transactions. It’s a body of law that is used in contracts all over the world.” Urbán now serves as senior legal counsel for a business that works in more than 50 countries worldwide.

In his new position, Urbán still oversees the company’s tax work. But his main focus is in transactional law. He negotiates and oversees contracts for the sourcing of materials and services, including involvement in the competitive bidding process; manages contracts with the company’s information technology suppliers; and ensures that data privacy is being respected.

Urbán notes that his family and personal memories of their time in Buffalo, and he is working with Law School staff to spread the word about the opportunities available at SUNY Buffalo Law School for lawyers and would-be lawyers in other countries.