



# Kevin Dent

SENIOR CONSULTANT

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Kevin Dent has extensive experience advising clients on the negotiation of Direct Commercial Sales transactions, and with structuring, negotiating and implementing offset projects in connection with DCS and FMS transactions. Kevin has provided proactive advice to grow international business in the aerospace and defense, energy, natural resource and infrastructure sectors for over 30 years. He most recently worked for nine years with the corporate legal team at Raytheon Technologies, where he spearheaded the negotiation and implementation of a variety of commercial sales agreements and offset transactions in the Middle East, Europe and Asia. While at Raytheon, he also negotiated and implemented joint ventures and Teaming Agreements with non-U.S. defense companies.

Prior to his time with Raytheon, Kevin was an international transactional partner with the law firm of Baker Botts for more than 25 years (including eight years in the Moscow and London offices), providing advice to clients on a broad spectrum of transactions (both in and outside the U.S.) in the energy, natural resource and infrastructure sectors, including oil and gas pipeline projects, alternative energy and renewable projects, M&A, financings and greenfield projects. He advised clients on transactions (typically joint ventures or direct foreign investments) in Azerbaijan, Brazil, Cape Verde, Chile, China, Egypt, Georgia, Ghana, Indonesia, Israel, Morocco, Russia, Senegal, Taiwan, Turkey, and the UK. He was the lead attorney for numerous private M&A transactions, in both bid and non-bid situations, coordinating the full range of legal advice such as (tax, environmental, antitrust, and labor/employment issues).

Kevin is experienced in negotiating in contentious environments, identifying and evaluating government policy “drivers” to achieve client goals, and ensuring that the governance and exit strategy concerns of clients are addressed. He also is experienced in drafting corporate governance documents, and compliance documents and policies.

Kevin graduated from Georgetown University’s Foreign Service School with Bachelor of Science Foreign Service (BSFS), International Economics (magna cum laude; Phi Beta Kappa), and received his law degree from the University of Virginia.



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