

# Fatimah Gilliam, Esq.

## Founder & CEO

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**Education:** Columbia Law School (J.D.)  
Harvard's Kennedy School of Government (M.P.P.)  
Wellesley College (B.A.)

**Previously With:** United Nations World Food Programme  
Citigroup  
Manatt, Phelps & Phillips LLP  
Cleary Gottlieb Steen & Hamilton LLP

**Membership:** NYC Bar Association – Sports Law Committee  
Council of Urban Professionals (CUP)

**Interesting Details:** Fatimah has negotiated many notable business deals – including real-estate transactions worth hundreds of millions of dollars. At the UN, she negotiated partnerships with *The Hunger Games* film franchise and rapper 50 Cent. She loves traveling globally and haggling in street markets.



### The Azara Group

Fatimah Gilliam, Esq. is the Founder and CEO of The Azara Group, a consulting firm that promotes the development of business and industry leaders in an increasingly competitive and diverse marketplace. She founded the company in 2013 to provide leadership development, negotiation, and strategy consulting services to companies, institutions, athletes, and private clients to improve their competitive advantage.

At The Azara Group, Ms. Gilliam has counseled institutional and Fortune 500 clients on being strategic in negotiations to expand leverage and bargaining power. She has also worked on strategy consulting projects and helped companies improve their diversity initiatives. Ms. Gilliam has helped private clients negotiate six-figure increases in compensation and severance packages, and has counseled business leaders on navigating their ascent up the corporate ladder and on being more effective leaders and managers.

She has also spoken to groups of professionals, top executives, athletes, and students about how to position themselves for career success. Ms. Gilliam has counseled leaders in sports in negotiating more lucrative business deals and spoken to and advised athletes about leadership, career mobility, and life after sports. As an expert negotiator and career strategist, she has been interviewed and written articles on negotiating, leadership development, the sports industry, diversity, being an influencer, and the “art of persuasion.”

## Before The Azara Group

Prior to starting The Azara Group, Ms. Gilliam was the Head of Finance and Fundraising for North America in the Private Partnerships Division of the United Nations World Food Programme. She was responsible for strategy, budgeting, and multi-million dollar fundraising operations with corporations, foundations, and other private partnerships in the United States and Canada. While at WFP, she negotiated partnerships with Lionsgate Entertainment Corporation and *The Hunger Games* film franchise, and rapper 50 Cent in connection with his energy drink *Street King*. Her direct philanthropic efforts provided roughly 20 million meals to children in famine-stricken Africa.

Prior to joining WFP, she served in a corporate strategy role as the Director of Diversity Recruitment for Citigroup. She oversaw Citi's recruitment of graduating diverse business candidates across the United States – overseeing the diversity recruiting strategy for thirty training programs across fifteen Citi businesses. Ms. Gilliam managed the company's diversity recruiting operations, oversaw its multi-million dollar budget, and supervised the recruiting staff engaged in Citi's diversity hiring efforts. In her role, she served on the Corporate Advisory Boards of The Consortium for Graduate Study in Management (The Consortium), and the National Society of Hispanic MBAs (NSHMBA).

Prior to joining Citi, Ms. Gilliam had a successful legal career negotiating multi-million dollar international transactions. She worked as a real estate attorney for Manatt, Phelps & Phillips LLP, and as a corporate lawyer for Cleary, Gottlieb, Steen & Hamilton LLP. During her legal career, she represented and advised clients from large international corporations, financial institutions, and nonprofit organizations to low-income housing real estate developers in transactions often involving hundreds of millions of dollars.

She holds a law degree from Columbia Law School (participating in the Mediation Clinic), a Master in Public Policy from the John F. Kennedy School of Government at Harvard University (with a concentration in Conflict Resolution and Negotiation), and an undergraduate degree from Wellesley College.

Originally from Berkeley, California, Ms. Gilliam lives in New York City, is an active member of her community, and mentors rising professionals. She has completed three marathons and three triathlons to support charitable causes. Ms. Gilliam loves lively discussions, great humor, and traveling around the world to haggle in street markets.