

MARCIO COTS, J.D., LL.M., MBA

Executive Faculty | AI Governance | Digital Risk |
Technology Law | Data Privacy

📞 305 778-6067

✉️ marcio@getglobalinternational.com

🏠 520 SE 5th ave apt 1623 - Fort Lauderdale Florida – 33301 - USA



POSITIONING STATEMENT

Executive faculty member and global digital governance expert with over 20 years of experience advising organizations on artificial intelligence, data privacy, cybersecurity, and regulatory risk.

Recognized by the U.S. government with permanent residency for Extraordinary Ability (EB-1 / EB-2 NIW), reflecting sustained contributions to the fields of digital law and technology governance.

Combines academic teaching with executive leadership as Founder and Managing Partner of an international law firm and Chief Operating Officer of a global digital governance consultancy, preparing graduate students and business leaders to operate in technology-driven, highly regulated environments.

Author of multiple books on data protection and AI governance, and a frequent international speaker with experience advising governmental bodies on regulatory frameworks for emerging technologies.

Brings a market-oriented perspective to the classroom, connecting legal foundations, executive decision-making, and technology strategy.

TEACHING AREAS

Technology

- Artificial Intelligence: Legal, Ethical, and Business Implications
- Governance of Emerging Technologies
- IT Governance and Compliance
- Strategic Management of Digital Risk

Leadership

- Leadership and Organizational Behavior
- Strategic Decision-Making for Executives
- Leading Digital Transformation

Business Law

- Business Law
- Legal and Ethical Issues

ACADEMIC EXPERIENCE

Technology

Atlantis University — Miami, Florida, USA

Adjunct Professor | 2023–Present

- Ethics in Artificial Intelligence
- IT Governance and Compliance

FIAP — São Paulo, Brazil

College Professor | 2005–Present

- Cybersecurity
- Information Technology (MBA programs)

FIA — São Paulo, Brazil

Guest Professor | 2008–2010

- Digital Business
- Data Privacy

Leadership

Atlantis University — Miami, Florida, USA

Adjunct Professor | 2023–Present

- Leadership and Organizational Behavior

Business Law

Atlantis University — Miami, Florida, USA

Adjunct Professor | 2023–Present

- Business Law
- Legal and Ethical Issues

FMP Módulo — São Paulo, Brazil

College Professor | 2008–2010

- Business Law
- Digital Regulation

FIA — São Paulo, Brazil

Guest Professor | 2008–2010

- Business Law and Ethics
- Law and Business

EDUCATION

Technology

Harvard Law School — Cambridge, MA, USA

- Executive Education in CyberLaw

Fundação Getúlio Vargas (FGV) — São Paulo, Brazil

- Executive Education in Information Technology Law

Singularity University (in partnership with FIAP) — São Paulo, Brazil

- International MBA – Business Administration and Innovation

Leadership

Harvard Law School & Harvard Business School — Cambridge, MA, USA

- Executive Education in Leadership in Corporate Counsel

Bussiness Law

Autonomous Faculty of Law (FADISP) — São Paulo, Brazil

- Master in Law – Business and Tax Law

Universidade Presbiteriana Mackenzie — São Paulo, Brazil

- Post-Graduation in Business Law

Fundação Getúlio Vargas (FGV) — São Paulo, Brazil

- Executive Education in Contractual Law

Fundação Getúlio Vargas (FGV) — São Paulo, Brazil

- Executive Education in Tax Law and Tax Accounting

Metropolitan University Center of São Paulo (UNIMESP) — Brazil

- Bachelor of Law

U.S. Academic Experience

Flathead High School — Kalispell, MT, USA

- AFS – American Field Service Scholarship

PROFESSIONAL EXPERIENCE

GetGlobal International - *Chief Operating Officer*
March 2023 - Present

Cots Attorneys-at-law - *Managing Partner*
January 2013 - Present

Módulo Paulista Group *(G&P Group spin-off – a Portugal Telecom company) - *General Counsel*
January 2008 - December 2012

- *Responsible for consultative, preventive, and litigation legal matters for the entire business group, including Education in IT and Business Administration (Higher Education) and various other sectors.*

Gennari and Peatree Group (G&P) - *Legal Director*
July 2002 - December 2007

- *Managed daily consultative, preventive, and litigation legal issues for the business group, specializing in Information Technology.*

Donati & Bortz Advocates Associated S/C Ltda. - *Junior Lawyer*
November 2000 to June 2002

- *Provided legal assistance to large and medium-sized national and multinational companies, focusing on civil, corporate, and business law.*

Workers' Union in Cleaning and Conservation Companies and in Tourism and Hospitality Companies of Guarulhos and Region - *Department of Legal Assistant*
April 1998 - October 2000

- *Handled union and labor-related legal matters.*

AWARDS AND ACKNOWLEDGEMENTS

- Invited by the Brazilian Senate to advise on data protection bill debates, delivering a lecture on data privacy and the European data privacy regulation – GDPR.
- Invited by the Brazilian Government to advise on the artificial intelligence regulation bill debates, also delivering lecture on the European AI regulation – AI ACT.
- Elected multiple times as one of the most admired Brazilian lawyers in digital law.
- International speaker addressing topics such as the legal aspects of e-commerce, startups, software development, blockchain, Artificial Intelligence, cryptocurrency, etc., in Spain, New York, Angola, Brazil, among others.
- Published a book and numerous articles on topics related to their area of expertise.
- Featured in interviews for a Discovery Channel documentary about cybercrimes named "Crimes.com."

Technology

Revista dos Tribunais

- Cots, Márcio; Afonso, Pedro – Practical Guide to AI Compliance and Governance. São Paulo: Revista dos Tribunais, 2025.
- Cots, Márcio; Oliveira, Ricardo – General Data Protection Law – Commented, 4th edition. São Paulo: Revista dos Tribunais, 2021.
- Cots, Márcio; Oliveira, Ricardo (Coord.) – The Legitimate Interest and the LGPD, 2nd edition. São Paulo: Revista dos Tribunais, 2021.

Atlas

- Lemos, Ronaldo; Salomão, George (Coord.) – Internet Civil Framework. São Paulo: Atlas, 2014.

IBEF Magazine – Brazilian Institute of Finance Executives – São Paulo

- Cots, Márcio Eduardo Riego – “Legal Risks and the Use of Technological Tools in Companies,” 2011.

Gazeta Mercantil Newspaper

- Cots, Márcio Eduardo Riego – “The Challenge of Regulating Web Activities.” São Paulo/SP, August 31, 2005; also published in Jornal do Commercio, Rio de Janeiro/RJ, December 06, 2005.

FMP Bulletin – São Paulo

- Cots, Márcio Eduardo Riego – “The Impact of the Internet on the Legal Landscape,” October 2004.

Leadership

IBEF Magazine – Brazilian Institute of Finance Executives – São Paulo

- Cots, Márcio Eduardo Riego – “The New Reality in the Provision of Legal Services,” 2011.

Bussiness Law

Juruá Publisher

- Cots, Márcio Eduardo Riego – Workers' Cooperative – Tax Treatment and Social Function. Curitiba/PR: Juruá, 2007.
- Cots, Márcio Eduardo Riego – “Civil Liability of Higher Education Institutions for Courses Not Recognized by the MEC.” In: Current Issues in Civil Law – Volume II – Studies on Civil Liability. Curitiba/PR: Juruá, 2008.
- Cots, Márcio Eduardo Riego; Cambler, Everaldo Augusto – Real Estate Incorporation and Consumer Protection Code. Autonomous Journal of Private Law, Vol. 3. Curitiba/PR: Juruá.

Online Academic Publication

- Cots, Márcio Eduardo Riego – “Union Framework.” Jus Navegandi, Teresina, Year 4, No. 37, December 1999. Available at: <http://www1.jus.com.br/doutrina/texto.asp?id=1216>.

Interviews and Media Features

Multiple Media Outlets

- Numerous interviews on Digital Law issues for UOL portals, Gazeta Mercantil, Valor Econômico, DCI, Abril Publisher, and television channels SBT and Rede Globo, among other media outlets.