



***Joel C. Trotter, Senior Counsel***  
Sales, Marketing & Managed Markets, US Legal Operations

Joel counsels and supports GlaxoSmithKline's North American Biologicals organization by providing legal advice to the group's vaccines sales and marketing, and research and development clients. Joel serves as brand counsel for various GSK vaccines, and advises the company's procurement groups based in Marietta, Pennsylvania and Hamilton, Montana. Additionally, Joel provides legal advice and support to other client groups within North American Biologicals such as contract and trade strategy and operations, vaccine sales operations, vaccine supply, corporate compliance and the field sales organization.

Prior to joining GSK, Joel served as Transactional Counsel for IKON Office Solutions, Inc., located in Malvern, PA, where he negotiated and drafted a variety of equipment leasing, service and supply agreements, and provided legal support for various internal corporate functions. Joel started his legal career in 2001 as an Associate in the Business Department of Stradley, Ronon, Stevens & Young, LLP, where he focused his practice in the areas of secured transactions, finance and restructuring, mergers and acquisitions, and bankruptcy.

Joel has a strong commitment to community and currently serves as a member of the Board of Trustees of the Richard Allen Preparatory Charter School in Southwest Philadelphia.

Joel received his Bachelor of Arts degree in Economics from the University of Pennsylvania in 1991, and his law degree from Temple University School of Law in 2001.