

Snell & Wilmer



Eli W. Mansour

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Main Bio

Eli Mansour is a partner in the firm's San Diego office. He counsels clients on a variety of technology transaction matters including the discovery, development, protection, licensing, and commercialization of pharmaceuticals, novel life sciences solutions and medical devices, and related intellectual property. Eli regularly drafts and negotiates clinical trial agreements, development, manufacturing, distribution, and complex licensing agreements and has extensive experience in device discovery agreements, joint venture agreements and technology assignment, and transfer transactions. Additionally, Eli is a passionate aviator and advises corporate flight departments and individuals seeking to acquire, lease, or share the use of turboprop and turbojet aircraft and has extensive experience with various aviation transactional matters as well as FAA and international aviation regulatory issues. He also holds an FAA commercial pilot's license for fixed wing and rotorcraft-helicopter as well as instrument ratings for fixed wing and rotorcraft-helicopter and an FAA remote pilot's license for small unmanned aircraft systems (UAS).

Representative Experience

Technology Transactions

- Represented licensors and licensees in over 1,500 licensing transactional matters
- Negotiated patent license agreement for an enabling technology in the human nutrition industry with a major international food and supplement manufacturer
- Prepared and negotiated all intellectual property agreements associated with the spin-off of a medical technology from an NIH-funded research institute
- Provided counsel with respect to and negotiated a joint venture agreement in the pharmaceutical space between a U.S. based public generic drug reseller and an Indian drug manufacturer
- Negotiated license, supply, and services agreements incident to a spin-out from a major public medical technology and device company
- Negotiated numerous international license agreements in the pharmaceutical discover space with major Chinese drug development companies
- Advise university personnel in navigating their institutional conflicts and intellectual property policies
- Provided counsel on commercialization strategy as well as drafted and negotiated all license, maintenance, and custom programming agreements for a software publisher
- Managed and conducted intellectual property due diligence related to a contemplated acquisition of a major international patent and trademark portfolio

- Negotiated international license agreements with major chemical process licensors in the petroleum and gas industry for an India based project
- Provided counsel and developed an international brand protection and commercialization strategy for a lifestyle brand apparel company
- Advise licensor with anti-trust considerations in territory and field limited exclusive license in the pharmaceutical space

Aviation Law And Equipment Finance

- Represented purchasers and sellers in over 1,000 aircraft sale, acquisition, partnership, and other related aviation transactions
- Regularly assembling, and acting as quarterback, for acquisition teams for purchasers of aircraft
- Represented purchasers of aircraft in qualifying for exemptions from the California sales and use tax
- Assisted with the formation of and drafted all contracts for a new Subpart K fractional program
- Represented aircraft owner in warranty claims against engine manufacturer arising from a catastrophic engine failure in a new aircraft
- Represented aircraft owner in warranty claims against aircraft service facility arising from a defective pre-purchase inspection
- Assisted CEO in designing and implementing an aircraft leasing program with his public company which maximized tax deductions to the company while minimizing disallowance due to the CEO's personal use
- Drafted and negotiated aircraft finance documents on behalf of a major bank
- Drafted and negotiated charter company management and service agreements
- Represented purchasers of warbirds in navigating U.S. demilitarization and importation requirements
- Advised client on export control issues associated with sale of aircraft parts and components to foreign countries

Education

- The George Washington University Law School (J.D., Honors, 1992)
- University of Maryland (B.A., High Honors, Phi Eta Sigma Honor Society, 1989)

Professional Memberships & Activities

- National Aircraft Finance Association (2023-present)
- National Business Aviation Association
 - Former member of Tax Committee and Regulatory Issues Advisory Group
- Licensing Executives Society
- San Diego County Bar Association

Representative Presentations & Publications

- "The ABCs of NDAs: Protect Your Company," Co-Presenter, Webinar (August 25, 2020)
- "Interim Final Rule Issued for Paycheck Protection Program," Author (April 6, 2020)
- "Business Assistance Funds Under The Coronavirus Aid, Relief, and Economic Security Act," Author (March 27, 2020)

Professional Recognition & Awards

- Best Lawyers®, Equipment Finance Law (2008-2024)
- Martindale-Hubbell® AV Preeminent Rating
- Top Lawyers, San Diego Magazine (2013-Present)
- Top Rated Lawyer in Intellectual Property Law, AmLaw (2018)

Community Involvement

- Aircraft Owners and Pilots Association
- CommNexus San Diego, Past Director

Previous Professional Experience

- Procopio, Cory, Hargreaves & Savitch LLP, Partner (2012-2023)
- Luce Forward
 - Partner (2006-2012)
 - Attorney (2000-2006)
- Kablink.com, Attorney (1999-2000)
- WEMCO, Inc., Vice President (1995-1998)

Bar Admissions

- California
- District of Columbia (inactive)
- Maryland (inactive)

Client News

- Snell & Wilmer Advises Specialty Mechanical Contracting Company A.O. Reed & Co. in Acquisition to Legence