



PROFILE

I am a problem solver, a teacher, a creator, and an agent of change. A practicing attorney with 30 years of experience in transactions at the intersection of law and business, I thrive on understanding client problems and client needs and providing solutions, not just answers.

CONTACT

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Mark E. Need

Attorney, Clinical Professor of Law

EDUCATION

JD, Indiana University Maurer School of Law, Bloomington, Indiana
1988-1992

MBA, Indiana University Kelley School of Business, Bloomington, Indiana
1988-1992

BA, Physics, Indiana University
1984-1988

WORK EXPERIENCE

Indiana University Maurer School of Law

Clinical Professor

Director- Elmore Entrepreneurship Law Clinic

Faculty Director- JD+MBA Programs

2006-Present

Director of law school clinic focusing on startup and financing issues, skills professor in transactional areas, including M&A drafting and commercial real estate, Faculty Advisor and Coach to extracurricular transactional and venture capital teams. Faculty advisor to joint degree programs at IU and at Sungkyunwan GSB, Seoul, SK.

Venture Legal Analyst-in-Residence – IU Ventures

2022-Present

Board-Appointed expert-in-residence advising IU Ventures portfolio companies and student-facing programs.

Board Member – The Pantheon Innovation Incubator, Vincennes, IN

2021-Present

Board member for regional incubator/accelerator focusing on startups in agricultural innovation.

Private Practice Attorney/Consultant (Solo)

2006-Present

Private practice attorney providing business clients with legal and business advice and strategy assistance at the intersection of law and business.

Sungkyunkwan University Graduate School of Business, Seoul, SK

Visiting Professor

2010-2015

Visiting professor in globally ranked MBA program

Suites at 118, boutique hotel, Bloomington, Indiana / Owner-Operator

Bose McKinney & Evans, Indianapolis, Indiana

Partner

2000-2006

Grew and maintained business client base through practice in several business and transactional areas, while litigating in broad range of commercial areas including construction, real estate, banking, probate, copyright, and labor and employment.

Williams Hewitt & Robbins, Greenwood, Indiana

Partner

1993-2000

Commercial and transactional attorney in 10-attorney full-service law firm.

Blankenship & Robbins, PA, Indianapolis, Indiana

Associate

1992-1993