Jennifer Gullotti East

Partner

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Jennifer is a D.C.-based partner in Troutman's Private Equity + Investment Funds practice. She advises on fund formation, structuring, investor negotiations, M&A, and corporate governance across infrastructure, private credit, direct lending, energy, and health care.

OVERVIEW

Jennifer advises private fund sponsors and investment advisers on fund formation and operation, from initial structuring and investor negotiations through launch, fundraising, and ongoing management of the fund and its management company.

Jennifer's clients range from global alternative asset managers raising flagship funds to emerging and midsize sponsors building their platforms. She works with sponsors across asset classes, including infrastructure, private credit and direct lending, energy, health care, and digital infrastructure. She has helped sponsors raise billions in funds; notable work includes a $15 billion global infrastructure fund, a $4.5 billion energy-focused credit fund, and a $1.2 billion middle-market direct lending strategy. Her experience covers closed-end and evergreen funds, co-investment vehicles, continuation funds, separately managed accounts, and other customized investment structures.

Beyond fund formation, Jennifer counsels sponsors on transactions involving their own businesses, such as joint ventures and the sale of business lines. She also advises fund managers on general corporate matters, including governance, organizational structure, internal operations, and regulatory compliance. Before joining Troutman, she was a partner in another large firm's investment funds practice.

TOP AREAS OF FOCUS

- Investment Funds + Investment Management Services
- Private Equity

ALL AREAS OF FOCUS

- Corporate
- Corporate Governance

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- Investment Funds + Investment Management Services
- Mergers + Acquisitions
- Private Equity

EDUCATION AND CERTIFICATIONS

EDUCATION

- The University of Chicago Law School, J.D., 2017
- Bryant University, B.A., *magna cum laude*, 2012, politics and law; applied psychology

BAR ADMISSIONS

- District of Columbia
- Illinois