

Joseph Akrotirianakis (Joe)

Partner
Trial and Global Disputes

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Joe Akrotirianakis is a partner in the Trial and Global Disputes Practice Group. He is an accomplished trial lawyer who has first-chaired or co-chaired more than 30 trials and arbitrations. He has never lost a jury trial or bench trial. Mr. Akrotirianakis represents both plaintiffs and defendants across a broad spectrum of industries, including technology, life sciences, and international shipping and transportation, among others. A seasoned commercial litigator, and a decorated former federal prosecutor, he has litigated matters of the most complex and difficult caliber throughout his more than 22-year career.

Mr. Akrotirianakis regularly practices before federal and state courts through California and nationally in matters involving complex commercial litigation, unfair competition, business torts, intellectual property, and federal and state regulatory investigations and defense. His clients have included Fortune 500 companies and other private entities, corporate officers, public entities throughout the State of California, and high-ranking public officials. His work prosecuting and defending matters involving cutting-edge legal theories in high-profile matters brought under the Computer Fraud and Abuse Act (CFAA), the California Comprehensive Computer Data Access and Fraud Act, the Lanham Act, the California Unfair Competition Law and similar laws in other states has been repeatedly recognized in the legal press and mainstream media.

Before joining King & Spalding, Mr. Akrotirianakis served as an Assistant United States Attorney in the Central District of California, investigating and prosecuting complex fraud and financial crimes, political and law enforcement corruption, civil rights matters, racketeering, and various other violations of federal law, including the CFAA. Following law school, Mr. Akrotirianakis served as a Law Clerk to the late Judge Harry Pregerson, United States Court of Appeals for the Ninth Circuit.

Matters

Represented two individual shareholders, as plaintiffs, in a securities action against a closely-held technology corporation in the radio frequency/millimeter wave industry. After a bench trial, the court awarded the plaintiffs 387.5% of the corporation's prelitigation buyout offer, plus attorney's

fees and more than two years of prejudgment interest.

Represented a global pharmaceutical company in an action for unfair competition and false advertising against a competitor selling drugs not approved by FDA. After obtaining partial summary judgment as to liability on claims under the federal Lanham Act and the California Unfair Competition Law, a jury awarded the client damages and the court imposed a permanent injunction against the counterparty's unlawful business practices.

Represented one of North America's largest grain companies in a fraudulent transfer action against a former customer. Obtained summary judgment as to liability and a multimillion-dollar award including an award of punitive damages.

Represented the founder and CEO of a Southern California-based construction company against state court felony fraud charges. The matter was ultimately resolved with a misdemeanor plea agreement and "summary" probation. Within weeks following the client's sentencing, the misdemeanor conviction was expunged from his record.

Represented one of the world's largest international containerized freight shipping companies and its terminal operator subsidiary in a business "divorce" from a joint venture partner. Defeated motions for a temporary restraining order (TRO) and preliminary injunction and obtained dismissal of the matter and an award of costs.

Represented a global pharmaceutical company, as plaintiff, in an unfair competition action against a purported compounding pharmacy promoting and selling competing "compounded" drugs on a national basis. Obtained partial summary judgment as to liability on claims under the federal Lanham Act, California False Advertising Law, and California Unfair Competition Law. The action resolved shortly thereafter on confidential terms.

Represented domestic subsidiary of one of the world's largest international containerized shipping companies in defense of a federal court action for interim injunctive relief pursuant to Section 10(j) of the National Labor Relations Act. Accomplished denial of the petition for injunction and dismissal of the action.

Represents the U.S. West Coast's largest marine terminal (by container lifts), responsible for over one million container moves per year in commercial, regulatory, and labor matters.

Represented a leading U.S. West Coast marine terminal operator in a labor relations action brought by a union representing mechanics previously employed at the terminal. After asserting a leading-edge position in a motion for judgment on the pleadings, obtained dismissal of the lawsuit and an award of costs.

Defeated class action lawsuit against largest marine container terminal on the U.S. West Coast. Plaintiffs had alleged unlawful collection of demurrage during the "West Coast Port Slowdown." After demonstrating that a terminal cannot be "constructively" closed by labor activity not amounting to a strike, obtained dismissal of the action in its entirety.

Persuaded a federal agency to withdraw its notice of violation of anti-pollution regulations against a port terminal operator, avoiding approximately \$9.2 million in potential penalties.

Persuaded the National Labor Relations Board to close investigations of marine terminal operator. After the union appealed, the NLRB's Office of the General Counsel affirmed the declination decisions in the client's favor.

Persuaded the National Labor Relations Board to close investigations of international shipping line and its domestic agent.

Represented a marine terminal operator in an investigation by the U.S. Customs and Border Protection, mitigating the penalty to less than \$20,000, just nine percent of the \$222,000 penalty originally sought.

Served as lead counsel in a federal criminal investigation of a nationwide ground shipping company suspected of aiding and abetting the trafficking of millions of dollars of counterfeit high fashion goods. No charges were filed.

Represented the CEO of a Southern California-based manufacturer, packager, and distributor of health food, nutritional supplements, and cosmetic products in a federal court criminal action alleging import violations. Matter was resolved with a probationary sentence.

Represented global network of YouTube content creators and brands in a trade secrets dispute with company's former employees.

Represented president of Southern California-based construction company in state court criminal investigation concerning alleged theft of public monies. Client received a probationary sentence, and the conviction was expunged entirely shortly thereafter.

Represented associate general counsel of a Los Angeles-based investment fund in a state court criminal investigation. Investigation was dropped without the filing of any charges.

Represented the CEO of China-based petroleum exploration, extraction, and production company in federal court securities action by the United States Securities and Exchange Commission.

Represented one of the nation's largest engineering and construction companies and its subsidiaries in a federal court action brought under the False Claims Act alleging overcharging in federal government contracts.

Represented the largest health plan in California in a 40-day trial arising out of an enforcement proceeding brought by the California Department of Managed Health Care.

Represented California's largest HMO in dozens of investigations and litigation conducted by the California Department of Managed Health Care.

Represented the world's leading satellite television provider in a major contract dispute with one of its largest retailers.

Credentials

EDUCATION

J.D., Loyola Law School, magna cum laude & Order of the Coif
B.A., Whittier College, cum laude

ADMISSIONS

Supreme Court of the United States
U.S. Court of Appeals for the Ninth Circuit
U.S. District Court for the Southern District of New York
U.S. District Court for the Central District of California
U.S. District Court for the Northern District of California
U.S. District Court for the District of Oregon

U.S. District Court for the Western District of Washington
U.S. District Court for the Southern District of Florida
California

CLERKSHIPS

Law Clerk, Harry Pregerson, U.S. Court of Appeals for the Ninth Circuit

Recognition

Trailblazer: West

THE AMERICAN LAWYER, 2021

California Trailblazer

THE RECORDER, 2020

Leaders of Influence: Litigators & Trial Lawyers

LOS ANGELES BUSINESS JOURNAL, 2020

Top 100 attorneys in Southern California, across all practice areas

SUPER LAWYERS, 2017

Law360 "MVP," Transportation - Among nation's top five attorneys serving clients in the transportation industry

LAW360, 2016

Insights

ARTICLE

May 20, 2020 • Source: Daily Journal

Price gouging: A hidden danger of the pandemic

November 20, 2018 • Source: Law360

Circuit Split Encourages Forum Shopping By Injured Seamen

Events

CONFERENCE

November 12, 2019

12th Annual King & Spalding Pharmaceutical University

News

IN THE NEWS

June 15, 2021 • Source: Southeast Takeaways

Joe Akrotirianakis and Arwen Johnson discuss how associates need to be intentional in managing their careers

RECOGNITION

October 13, 2021

Benchmark Litigation Recognizes King & Spalding as a Leading Litigation Firm

July 2, 2021

The American Lawyer Names Joe Akrotirianakis a West Trailblazer

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