

Javier Salinas, JD, MBA, LLM

**Managing Director,
International Tax**
415-288-6291
JSalinas@bpmcpa.com

San Francisco
600 California Street, Suite 600
San Francisco, California 94108



Overview

Javier is a distinguished international tax lawyer and advisor. Clients rely on Javier, when navigating complex cross-border tax planning and structuring multinational operations. His clients range from startups to global, multinational companies in a wide spectrum of industries, including technology, blockchain and digital assets, e-commerce, FinTech, life science, manufacturing and distribution.

Javier's unique perspective and expertise derives from his experience working with companies in major markets throughout the country and his background working with premier tax offices and agencies of the Federal Government in Washington, D.C., including the U.S. Tax Court, the IRS Office of Associate Chief Counsel (International) and the U.S. Treasury Department. His profound understanding of tax administration and policy, as well as statutory and regulatory interpretation, in addition to his years of experience working with Ernst & Young's National Tax Department, gives Javier's clients great satisfaction and peace of mind knowing they are structured and operating in a tax-efficient manner. His comprehensive perspective on global tax planning and compliance considerations serves companies of any size and at any stage of their life cycle.

Javier identifies the relevant tax considerations and presents well-reasoned positions and alternatives to allow companies to make well-informed strategic decisions while considering the tax impact to operations and the company's success. In today's global market place, companies must consider a myriad of developments concerning global tax policies, initiatives and rules, such as the OECD's BEPS Report and the significant overhaul of U.S. tax legislation in the TCJA. Concerning these and other developments and considerations, Javier works closely with, and acts as a trusted advisor to, C-Suite management on tax matters affecting strategic decisions, explaining complicated issues with clear and collected calmness that Javier's clients appreciate. This advice may involve tax modeling and quantitative analysis to help companies determine the tax impact of certain supply-chain activities and cash-flow impact, or to anticipate tax impact of transaction step alternatives as companies expand and consider lifecycle events, such as entering new markets or strategic acquisitions or divestitures. Having worked abroad supporting multinational corporations in Mexico City and in Paris, Javier understands cultural nuances and can support clients in multiple languages to deliver a tailored and effective product and efficient experience to clients.

As an international taxation professional, Javier also serves as an Adjunct Professor in the Master of Laws (LL.M.) in Taxation Program at the University of San Francisco School of Law, and formerly in the Masters of Science in Taxation (MST) Program at Golden Gate University. He speaks frequently at both internal firm trainings and external seminars.

Services

- International Tax Services
- Mexico & Latin America Tax Services
- Tax Planning
- Transfer Pricing

Industries

- Blockchain and Digital Assets
- FinTech
- Life Science
- Manufacturing & Wholesale
- Technology

Education

- BA/Spanish – The University of Texas
- JD,MBA/Finance – University of Houston Law Center and College of Business
- LLM/Taxation – Boston University School of Law

Community

- Licensed Member of the District of Columbia Bar and State Bars of California and Texas

Experience

- Extensive experience assisting multinational companies in various industries such as technology, manufacturing, food and beverage, real estate and automotive with respect to U.S. and Mexico tax and non-tax issues
- Former leader of Grant Thornton's (GT) Mexico Tax Desk which included the management of collaborative tax technical initiatives with GT's offices in Mexico
- Former Attorney-Advisor with the IRS Office of Associate Chief Counsel (International) in Washington, DC, with significant experience interpreting the Mexico-U.S. Income Tax Treaty and the Mexico-U.S. Tax Information Exchange Agreement, representing the U.S. Competent Authority on treaty matters with *SAT/Hacienda*
- Former Law Clerk at Von Wobeser y Sierra, S.C., in Mexico City
- Former *Stagiaire* at the ICC International Court of Arbitration, Latin America Team, in Paris, France
- Graduate of the University of Houston Mexican Legal Studies Program in conjunction with *la Universidad Nacional Autónoma de México, Facultad de Derecho*, in Mexico City, for coursework in Mexican Constitutional Law, Mexican Foreign Investment Law, and NAFTA

News & Events

Javier Salinas Speaking at U.S-Mexico Bar Association's Annual Conference 10.10.18

What business owners need to know about the new tax reform 08.22.18

Javier Salinas and Michael Santos Present at LEA North American Conference
ITAX Client Case Study with Modeling 06.04.18

LEA: 2018 Spring North American Conference 06.04.18

Javier Salinas and Michael Santos Win Second Place in the USMBA's 2017 Writing Competition 03.07.18

Understanding the New U.S. Tax System
San Francisco Business Times, Table of Experts 02.16.18

Upcoming Due Date for Reporting Withholdable Payments Made to Foreign Persons 02.07.18

Senate Finance Committee Releases Tax Reform Plan 11.27.17

House Ways and Means Committee Releases Tax Reform Bill 11.08.17

IRS Continues to Crack Down on Corporate Inversions 04.27.16