



## Attorney (Req #982170)

The Worldwide Licensing & Pricing legal team (WWLP-CELA) has an immediate opening for an attorney. WWLP runs the world's largest licensing business and is the hub through which Microsoft sells most of its cloud services and software licenses to enterprise customers. WWLP-CELA counsels its clients on the development and maintenance of licensing and online services programs, pricing and distribution issues, as well as regulatory and commercial issues.

Primary Responsibilities for this position may include:

Structuring, drafting, and negotiating global agreements for licensing, services, and distribution.

Serving as the primary legal advisor for the Microsoft Payment Solutions team, including advising on creation of new offers, expansion into new countries and negotiation of deals.

Advising on a broad range of additional strategic and complex legal and business matters, including intellectual property, competition law, licensing, commercial transactions, and go-to-market strategies.

Working effectively with internal teams including WWLP management, product development, operations, Microsoft subsidiaries, and multiple product groups to help analyze legal risks, resolve issues, and implement overall business strategy.

Driving greater internal efficiencies for both legal and business groups through the development or redesign of legal support processes, licensing programs, template licensing documents, and Microsoft technologies.

Creating and delivering legal training to clients and colleagues around the world.

The mix and balance among these responsibilities is anticipated to shift over time.

Candidates should have the following Qualifications:

J.D. or equivalent degree and excellent academic credentials

Minimum of five years of experience as a practicing commercial transactional attorney, with top law firm and/or relevant in-house transactional experience (substantial experience drafting and negotiating contracts related to software licensing, software as a service, and distribution is a strong plus).

Desire to work as part of a team, and with the ability to lead and motivate others and to facilitate problem solving.

Excellent oral and written communication skills and the ability to communicate and collaborate effectively across a large number of diverse internal groups, teams and divisions.

Demonstrated business savvy with the ability to work successfully with high level business clients and to evaluate and accept appropriate risk-taking to protect shareholder value. Executive level briefing and training experience, and the ability to focus on customers and business simplicity, is necessary.

Detail- and results-oriented, with outstanding organizational and analytical skills.

Experience with intellectual property and competition law issues.

Demonstrated ability to work efficiently, meet demanding deadlines and balance multiple tasks in a fast-paced environment.

International experience highly valued.

This description has been designed to indicate the general nature and level of work performed by an employee within this position. The actual duties, responsibilities, and qualifications may vary based on assignment or group. Microsoft is an Equal Opportunity Employer and supports workforce diversity.

Microsoft is an equal opportunity employer. All qualified applicants will receive consideration for employment without regard to race, color, sex, sexual orientation, gender identity or expression, religion, national origin or ancestry, age, disability, marital status, pregnancy, protected veteran status, protected genetic information, political affiliation, or any other characteristics protected by local laws, regulations, or ordinances.