

Corporate Counsel

Abstract is seeking a hard-working and enthusiastic attorney with SaaS licensing experience to join our team as the first in-house Commercial Counsel. This role will work closely with our Sales, Finance and Business Operations teams to lead all legal aspects of commercial transactions. A successful candidate will support the evolving needs of a fast-paced and high growth business, bringing pragmatic solutions, best practices and strategies for managing legal and business risks. We are looking for a talented attorney with initiative and drive who can effectively partner with business teams, work directly with our customers and partners, and handle a high volume of varied and complex legal work.

What you'll do:

- Structure, draft, review and negotiate SaaS license, reseller, vendor, consulting, and other commercial agreements as well as NDA's and DPA's
- Provide a wide range of advice and counsel on related matters, including intellectual property, compliance, risk management, operationalization and partner relations
- Partner with and advise business leaders about relevant issues and risks, complex agreement structures, approval processes, and company policies and procedures with a focus on reducing contract cycle time and creating playbooks
- Drive the continuous development and improvement of standard form agreements and legal processes
- Support and coach Sales teams on deal structure and contract negotiations
- Advise our Marketing and Product teams on legal compliance, intellectual property protection, and adequate documentation of creative relationships
- Drive ongoing and special initiatives, including IP portfolio management, process improvement, template development, trainings for business teams and use of technologies to increase efficiencies
- Act as the central point of contact for any new and updated agreements
- Support commercial due diligence in mergers & acquisitions

Attributes that we're looking for in an amazing candidate:

- Member in good standing of the California Bar
- Ability to strike a sensible and practical balance between legal risks and business objectives
- Adept at working in a fast-paced, high activity environment with forward-thinking and creative people
- Strategic thinker with keen business sense, good judgment, and a verifiable history of providing sound and practical advice
- Attention to detail, strong organizational skills, and ability to work independently
- Solid understanding of state, federal and international privacy and data protection laws, including CCPA, HIPAA, GLBA, and GDPR
- Excellent communication and negotiation skills to effectively work with various departments and levels within the company as well as external customers and partners
- Self starter proficient in drafting, reviewing, and negotiating commercial contracts

- Collaborator who adopts a team-oriented approach to projects, and maintains an energetic and positive attitude
- Ability to identify and translate complex technical concepts into easy-to-grasp terms for non-techies in order to explain and advise on associated risks
- Eager to build processes from the ground up; comfortable with change and evolution

What you'll bring:

- Law degree from top-tier law school with strong academic performance; admitted to practice and active member of the California state bar
- At least 8 years combined experience as a practicing attorney in a law firm and in an in-house legal department at fast growing companies partnering with and providing support to Sales teams
- Substantial in-depth experience in enterprise software licensing, SaaS and partner sales transactions with a focus on drafting and negotiating complex technology transactions
- Exceptional work quality – able to resolve time sensitive issues with a high degree of precision and alacrity
- Excellent written and oral communication skills with the ability to tailor communication style to diverse audiences
- Familiarity with key regulatory issues in the marketing and technology product spaces
- Deep experience in compliance, data security, privacy, and intellectual property matters, and strong knowledge of domestic data protection laws required; and knowledge of international data protection laws a bonus

Benefits

At Abstract, we offer resources that emphasize personal and familial wellbeing. We provide 99% healthcare coverage, including dental, vision, and life insurance. We offer 10 weeks parental leave, unlimited paid-time off, and flexible working arrangements. Additional perks include dependent care and health care FSA as well as commuter benefits for SF office employees.

To help employees plan for the future, we're able to offer competitive pay and a 401k.

We are a distributed team and we are able to offer US-based remote employment for most roles. We offer travel opportunities for company meetings, team meet-ups, and the occasional conference.