JULIAN MERCER

CORPORATE COUNSEL

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PROFESSIONAL SUMMARY

Corporate Counsel with 9+ years advising technology companies on commercial contracts, privacy, and corporate governance. Trained at a leading law firm, now practises in-house, helping business teams close deals efficiently while managing risk sensibly.

PROFESSIONAL EXPERIENCE

Senior Corporate Counsel Jan 2023 - Present
Microsoft, Redmond, WA

- Negotiate and advise on enterprise software, cloud, and reseller agreements for a commercial business unit, handling about 160 matters a year.
- Created playbooks and fallback positions for common terms, letting sales operations approve 60% of standard contracts without legal review.
- Advise product and engineering teams on data protection requirements, working with the privacy office on notices and vendor terms.
- Review procurement and vendor contracts with security and finance, reducing average turnaround from 12 business days to seven.
- Support board and subsidiary governance, preparing resolutions, minutes, and annual filings with the corporate secretary team.
- Manage outside counsel on disputes and regulatory questions, keeping budgets within approved estimates and updates concise.

Corporate Counsel Sep 2019 - Dec 2022

- Drafted and negotiated licensing, services, and partnership agreements with customers and technology partners across North America.
- Advised the sales organisation on deal structures, revenue-recognition-sensitive terms, and escalation paths for non-standard requests.
- Supported two acquisitions with diligence review, disclosure schedules, and post-closing integration of customer contracts.
- Delivered quarterly training on contracting, confidentiality, and intellectual property for 150 sales and services employees.

Associate Attorney Sep 2017 - Aug 2019
Cooley LLP, Palo Alto, CA

- Represented emerging-growth and public technology companies on financings, commercial agreements, and corporate housekeeping.
- Drafted stock purchase agreements, equity plans, and board materials under partner supervision on 40 venture transactions.
- Performed legal diligence on target companies in acquisitions and summarised findings and risks for partners and clients.
- Researched securities and corporate law questions and prepared concise memos for client advice.

CORE SKILLS

Commercial contracts | Software licensing | Contract negotiation | Data privacy | Corporate governance | Mergers and acquisitions | Legal risk assessment | Outside counsel management | Contract playbooks | Intellectual property basics | Securities basics | Vendor agreements | Policy development | Business partnering

EDUCATION

J.D., Georgetown University Law Center, Washington, DC

CERTIFICATIONS

Admitted to the State Bar of California | Admitted to the Washington State Bar Association