

King Mason

Technology Commercial Legal Counsel

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STRENGTHS

- ⚖️ **Commercial judgment**
Translated difficult liability and privacy questions into practical deal options, and sales leaders gained confidence in recommendations.
- ♥️ **Privacy counseling**
Negotiated DPA positions across GDPR and state laws. Teams often sought clear guidance when customer requirements became difficult.
- 📁 **Contract systems**
Built templates and playbooks after seeing recurring issues slow negotiations, giving teams cleaner fallback positions and steadier reviews.
- 🌐 **Cross border work**
Coordinated counsel, security, product, finance, and customers across transactions. Calm issue tracking kept deadlines visible.
- 💻 **Technology focus**
Connected copyright, data use, and licensing language with product plans, helping stakeholders make sound choices for AI initiatives.

SKILLS

- Technology Transactions
- Commercial Contracts
- Enterprise SaaS DPAs GDPR
- State Privacy Laws
- California Privacy
- Intellectual Property Copyright
- Data Licensing AI Regulation
- Cross Border Deals
- Contract Templates
- Negotiation Playbooks
- Legal Workflows

SUMMARY

Technology commercial counsel with more than six years of experience across a **technology transactions** law firm and in house SaaS organizations. Leads enterprise negotiations involving SaaS agreements, customer contracts, vendor arrangements, reseller relationships, partnerships, service levels, DPAs, data licensing, and cross border matters. Advises **Go to Market**, product, security, finance, privacy, and executive stakeholders with practical recommendations that balance commercial goals, legal risk, and deal momentum. Applies working knowledge of GDPR, **California privacy requirements**, other **United States state privacy laws**, intellectual property, copyright, and emerging AI regulation. Builds contract templates, negotiation playbooks, guidance, and repeatable legal workflows that support growth without weakening judgment. Brings precise drafting, independent ownership, and experience connecting legal positions with operational, financial, product, and customer outcomes across complex technology transactions.

EXPERIENCE

Senior Commercial Counsel

Northstar Cloud Labs 📅 July 2024 - Present 📍 Denver, Colorado

- Owns legal strategy for enterprise SaaS transactions, privacy reviews, AI data licensing, and cross border negotiations. Partners with commercial, product, security, finance, and executive teams while improving repeatable contracting practices for a growing technology business.
- Led enterprise SaaS negotiations across customer, vendor, reseller, partnership, and **service level agreements**.
 - Negotiated DPAs using GDPR and United States state privacy requirements for complex customer positions.
 - Built modular **contract templates** and **negotiation playbooks**, creating consistent fallback positions for recurring enterprise terms.
 - Structured AI **data licensing** provisions covering permitted use, ownership, copyright, confidentiality, privacy, and downstream restrictions.
 - Guided cross border negotiations with finance, security, product, counsel, and customer stakeholders under competing deadlines.
 - Advised **Go to Market** leaders on liability, data use, **intellectual property**, and service commitment risks.

Commercial Counsel

BluePeak Software 📅 May 2022 - June 2024 📍 Boulder, Colorado

- Managed technology transactions for a B2B SaaS provider, advising sales, product, and legal stakeholders on enterprise agreements, privacy, **intellectual property**, and emerging **AI regulation**. Improved review consistency through practical guidance and contract process updates.
- Negotiated enterprise subscription, vendor, reseller, partnership, and **service level agreements** for a B2B SaaS provider.
 - Converted customer negotiation risks into clear options for pricing, implementation, renewal, and risk allocation discussions.
 - Negotiated **DPAs** covering GDPR, California requirements, and other **United States state privacy laws**.
 - Reviewed software, content, integration, and dataset terms for intellectual property and **copyright** alignment.
 - Reworked customer and vendor templates, improving drafting consistency across frequently negotiated provisions.
 - Translated early AI regulatory developments into practical guidance for product and commercial stakeholders.

Technology Transactions Associate

Harbor & Vale LLP 📅 September 2020 - April 2022 📍 Chicago, Illinois

LANGUAGES

English	Native
Spanish	Beginner

MY CAREER



- Senior Commercial Counsel at Northstar Cloud Labs (2.2 Years)
- Commercial Counsel at BluePeak Software (2.1 Years)
- Technology Transactions Associate at Harbor & Vale LLP (1.6 Years)

Advised technology clients on software, cloud, licensing, distribution, vendor, and enterprise customer transactions. Managed defined workstreams, drafting histories, privacy analysis, negotiation materials, and multi party closing coordination under partner supervision.

- Counseled technology clients on software subscriptions, cloud services, vendors, licensing, distribution, and customer agreements.
- Drafted transaction documents under partner supervision, then managed defined workstreams and client communications independently.
- Analyzed DPA terms involving **GDPR** and United States privacy requirements for jurisdiction specific issues.
- Evaluated ownership, licensing scope, copyright, confidentiality, and data use provisions for technology arrangements.
- Prepared negotiation issue lists connecting contract language with operational, financial, and product consequences.
- Coordinated **multi party negotiations** and closings across clients, counterparties, and specialist counsel.

PROJECTS

AI Data Licensing Framework 📅 2025

Structured contract positions for AI product data licensing, covering ownership, permitted use, copyright, confidentiality, privacy, and downstream restrictions.

Enterprise Contract Playbook 📅 2024

Created modular templates and negotiation guidance that gave commercial and legal teams consistent positions for recurring enterprise terms.

LEADERSHIP & AWARDS

- Recognized by commercial stakeholders as a trusted adviser during complex enterprise negotiations and risk escalations.
- Selected for expanded ownership of cross border transactions, AI data licensing, and scalable contracting processes.
- Earned increasing client responsibility at Harbor & Vale LLP through reliable drafting, issue analysis, and communication.

EDUCATION

Juris Doctor

University of Illinois Chicago School of Law 🎓 GPA: 0 📅 2020 📍 Chicago, Illinois

Coursework: *Technology transactions, intellectual property, privacy law, commercial contracts*

Bachelor of Arts in Political Science

Colorado State University 🎓 GPA: 0 📅 2017 📍 Fort Collins, Colorado

Coursework: *Constitutional law, public policy, legal institutions, international relations*

CERTIFICATIONS

- Colorado Bar 📅 2020
- Certified Information Privacy Professional, United States 📅 2023

TECHNICAL SKILLS

- **Commercial Agreements:** SaaS agreements, customer contracts, vendor contracts
- **Channel Transactions:** Reseller arrangements, partnership agreements, distribution agreements
- **Service Contracts:** Service level agreements, subscription agreements, implementation terms
- **Privacy Law:** GDPR, California privacy requirements, United States state privacy laws
- **Data Protection:** Data processing agreements, privacy reviews, data use terms
- **Intellectual Property:** Copyright, ownership, licensing scope
- **Data Licensing:** Data purchasing, dataset licensing, permitted use
- **AI Legal Matters:** AI regulation, AI product terms, emerging technology guidance

- **Contract Operations:** Contract templates, negotiation playbooks, legal workflows
- **Transaction Management:** Cross border transactions, multi party negotiations, deadline management

PROFESSIONAL AFFILIATIONS

- Colorado Bar Association, member in good standing.
- International Association of Privacy Professionals, CIPP community member.

ADDITIONAL INFORMATION

Work Status : Authorized to work in United States. No sponsorship required.

REFERENCES

AVAILABLE ON REQUEST