

Commercial Counsel

Description

At Plaid, our mission is to unlock financial freedom for everyone. There has never been a better time than now to start building the future of fintech with us. Plaid powers the tools millions of people rely on to live a healthier financial life. We work with thousands of companies like Venmo, SoFi, and Betterment, several of the Fortune 500, and many of the largest banks to make it easy for people to connect their financial accounts to the apps and services they want to use. Plaid's network covers 12,000 financial institutions across the US, Canada, UK and Europe. Founded in 2013, the company is headquartered in San Francisco with offices in New York, Washington D.C., London and Amsterdam. #LI-Remote

Commercial Legal enables Plaid's goals by drafting and negotiating all types of commercial agreements, including: sell-side (Revenue/GTM), buy-side (Procurement), and financial data access (FA). We partner with all business levels to craft company-wide commercial strategies regarding legacy and new Plaid products, accelerating revenue while minimizing legal debt.

Responsibilities

- Draft, negotiate, and close commercial agreements across Plaid, including: Revenue/GTM agreements (e.g., MSAs, Partnership Agreements, Product Addenda, Amendments, Order Forms/SOWs).
- Provide other commercial-legal advisory (e.g., legacy agreement assessments).
- Help evolve our team's operations, templates, and strategies.
- Maintain strong ties with business and technical stakeholders of all levels towards efficiently actualizing Plaid's commercial goals.
- Shepherd key commercial agreements from start to close.
- Directly collaborate with Legal leads, Revenue/GTM leads, and other high-level Legal and Nonlegal stakeholders.
- Represent Plaid facing counterparties of all varieties (e.g., emerging v. established organizations, tech v. finance, etc.).
- Help design and build internal- and external-facing Commercial Legal frameworks that influence the entire Fintech ecosystem.

Qualifications

- JD+ 5+ years of commercial-legal transactions experience.
- Strong law firm and/or in-house legal experience drafting and negotiating complex commercial data-tech agreements (e.g., MSAs) directly facing both: (i) high-performance internal Sales stakeholders, and (ii) sophisticated counterparty Legal resources.
- Plaid mentality - Growth/impact mindset; positive, collaborative attitude, low ego; desire to autonomously and ambitiously build, progress, make it better, and seek (i.e., generate and test) your own answers before asking others; excellent legal and business judgment (e.g., issue spotting); proven strategies for partnering with fast-paced Sales stakeholders.
- Excellent skills re: communication, relationship-building, organization, and task-management.
- Understanding of security/privacy laws and market standards regarding the handling of end user data.
- Readiness to hit the ground running.

Nice to haves: Both in-house and law firm experience. Experience drafting and negotiating complex data-tech agreements specifically among fintech orgs, financial services orgs, banks, and regulated/supervised entities. Experience supporting a large Sales/Revenue org. Strong understanding of security/privacy laws and market standards regarding the handling of end user data. Comfort assessing practical risk towards accelerating negotiations.

\$164,160 - \$226,800 a year

Target base salary for this role is between \$164,160 and \$226,800 per year. Additional compensation in the form(s) of equity and/or commission are dependent on the position offered. Plaid provides a comprehensive benefit plan, including medical, dental, vision, and 401(k). Pay is based on factors such as (but not limited to) scope and responsibilities of the position, candidate's work experience and skillset, and location. Pay and benefits are subject to change at any time, consistent with the terms of any applicable compensation or benefit plans.

Our mission at Plaid is to unlock financial freedom for everyone. To support that mission, we seek to build a diverse team of driven individuals who care deeply about making the

Hiring organization

Plaid

Job Location

United States

Base Salary

\$ 60000 - \$ 100000

Date posted

April 23, 2024

Apply Now

financial ecosystem more equitable. We recognize that strong qualifications can come from both prior work experiences and lived experiences. We encourage you to apply to a role even if your experience doesn't fully match the job description. We are always looking for team members that will bring something unique to Plaid! Plaid is proud to be an equal opportunity employer and values diversity at our company. We do not discriminate based on race, color, national origin, ethnicity, religion or religious belief, sex (including pregnancy, childbirth, or related medical conditions), sexual orientation, gender, gender identity, gender expression, transgender status, sexual stereotypes, age, military or veteran status, disability, or other applicable legally protected characteristics. We also consider qualified applicants with criminal histories, consistent with applicable federal, state, and local laws. Plaid is committed to providing reasonable accommodations for candidates with disabilities in our recruiting process. If you need any assistance with your application or interviews due to a disability, please let us know at accommodations@plaid.com. Please review our Candidate Privacy Notice [here](#). Please mention the word ****THRILLS**** and tag `RMzQuMjlzLjEwNC4xMjA=` when applying to show you read the job post completely (`#RMzQuMjlzLjEwNC4xMjA=`). This is a beta feature to avoid spam applicants. Companies can search these words to find applicants that read this and see they're human.

Contacts

Job listing via RemoteOK.com