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Where Legal Meets Innovation

Summary

Senior In-House expert obsessed with operationalizing agentic AI within the legal function. 9+ years advising high-growth technology companies across commercial, privacy, product, and AI use and governance.

Currently Building

A bespoke enterprise redlining agent trained on an agreement corpus; a unified Legal OS intake layer across privacy, commercial, and ad hoc work; an OAuth-scoped file search agent for company-wide query across permissioned systems; custom integrations via MCP stitching it all together; and Mage.

Experience

Senior Corporate Counsel | Drata Inc. (Agentic Trust Management Platform) | 2025 to Present

- Resident AI architect for Legal: developing and deploying standard legal AI tools alongside a suite of custom agents via MCP (built in Claude Code) to operationalize the function, with CTO 1:1 supervision.
 - Shipped a bespoke redlining agent trained on Drata's agreement corpus, applying our playbook across MSAs, DPAs, and order forms. Phase 2 (in progress) connects via MCP and APIs to live contract management sources for a continuously learning toolset.
 - Building, in planned sprints, a unified Legal OS intake layer (privacy, commercial, ad hoc) and an OAuth-scoped file search agent for company-wide query across permissioned systems, consolidating intake, triage, and knowledge retrieval into one operating system.
- Day-to-day operational lead and second to SVP, Legal in a two-person team driving commercial, privacy, AI use and governance, and legal ops, including the majority of Drata's commercial deal flow (hundreds of MSAs, DPAs, NDAs, and order forms).
- Designed and automated Drata's privacy program end-to-end: intake and response system, DataGrail workflows, and cookie, pixel, and AI use and governance.

Corporate Counsel | Snappy App, Inc. (Series D SaaS E-Commerce Gifting Platform) | 2023 to 2025

- Go-to-market legal lead, negotiating complex commercial agreements with focus on AI, data privacy, security, and IP.
- Instrumental in closing customer deals that drove over 50% of the company's total annual sales revenue for 2024.
- Managed review and negotiation of \$14M+ in annual procurement as Legal's representative for Procurement Committee.
- Reduced sales request processing time by 30% after leading the design and implementation of an Ironclad-Salesforce workflow integration.

Fractional Commercial Counsel | Mimecast (PE-Backed SaaS Cybersecurity Platform) | 2022

- Redlined and negotiated SaaS Agreements, NDAs, DPAs, RFPs, MSAs, and more.
- Improved internal processes through customer and vendor contract template creation.

Fractional Corporate Counsel | Prometric (PE-Backed SaaS Assessment Platform) | 2022

- Supported VP of Legal Affairs with redline and negotiation of SaaS Agreements and RFPs.
- Drafted SOWs, MSAs, DPAs, and SLAs. Reviewed and updated company terms and conditions.

Commercial & Product Counsel | Cision (Global SaaS Media & Communications Platform) | 2021

- Served as commercial and product counsel supporting global go-to-market and product teams across Cision's SaaS media and communications platform.
- Negotiated and closed a high volume of customer-facing agreements, including SaaS subscriptions, MSAs, DPAs, NDAs, and order forms.
- Advised product and engineering on data privacy, IP, and regulatory considerations to support compliant product development and feature launches.
- Partnered cross-functionally with Sales, Procurement, and Privacy teams to streamline contracting workflows and reduce deal cycle time.

Earlier Roles

- Director, Legal & Business Affairs, Kasirer LLC
- Counsel, United Federation of Teachers
- Litigation Associate, Gottlieb & Janey
- Law Clerk, EEOC, Administrative Judge's Division
- Peggy Browning Fellow, Meyer, Suozzi, English & Klein, P.C.
- Law Clerk, NLRB, Region 2

Education

Juris Doctor, City University of New York, New York, NY (2016)

Bachelor of Science, Industrial & Labor Relations, Cornell University, Ithaca, NY (2013)

Bar Admissions & Community

Bar Admissions: New York (2017), New Jersey (2016)

Community: LegalQuants AI Residency, Cohort 1 (2026); Counselwell Region Lead (NYC); LSuite Host