# Kevin Asante

Corporate Counsel

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## SUMMARY

Corporate counsel with 6 years of law firm and in-house experience, supporting a 900-employee SaaS company. Handles drafting and negotiation of customer, vendor and partner agreements, manages outside counsel, and gives sales and product teams clear, risk-based answers on data privacy and commercial terms.

## EDUCATION

**Juris Doctor (J.D.)** 05/2020

The University of Texas School of Law Austin, TX

Law

## EXPERIENCE

**Corporate Counsel** 04/2023 - Present

Lantern Ridge Software Austin, TX

*Privately held B2B software company selling to mid-market and enterprise customers.*

- Negotiate **300+** SaaS agreements, MSAs and DPAs a year with enterprise buyers, keeping median close time at 9 days.
- Built contract templates and a fallback playbook that let sales close 60% of deals without legal review.
- Advise product and security teams on data privacy under GDPR and CCPA, running 4 vendor assessments a quarter.
- Manage outside counsel on 3 disputes and 2 trademark matters, bringing annual legal spend 22% under budget.

**Corporate Associate** 09/2020 - 03/2023

Mercer Hale LLP Dallas, TX

*Corporate and transactional practice serving private equity firms and growth companies.*

- Drafted stock purchase, credit and commercial contracts for **25** middle-market M&A and financing deals.
- Ran due diligence on 1,200+ target company contracts, summarizing risks in Excel trackers for partners.
- Prepared board consents, closing checklists and PowerPoint deal summaries for 10 private equity clients.

## SKILLS

Drafting • Negotiation • Commercial Contracts • SaaS Agreements • Contract Templates • Data Privacy

Outside Counsel • Excel • PowerPoint • Business Judgment

## CERTIFICATES

**Admitted to Practice, State Bar of Texas**

Supreme Court of Texas

11/2020