Daniel Moreau

Senior Contracts Manager

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SKILLS

Contract Negotiation

Contract Drafting

Risk Management

SaaS Agreements

Data Processing Agreements

Contract Lifecycle Management

Salesforce **Excel**

Commercial Judgment

Leadership

EDUCATION

Bachelor of Arts 06/2015

University of California, Davis

Davis, CA

Economics

SUMMARY

Senior contracts manager with 11 years of commercial contracting in enterprise software, leading a team of 4 that closes $300M+ in customer and partner agreements a year. Handles contract drafting and negotiation of SaaS, reseller and data processing agreements, and wrote the risk management playbook used by sales and legal. Brings sound commercial judgment to deals with large enterprise buyers.

EXPERIENCE

Senior Contracts Manager 03/2021 - Present

Embarcadero Cloud Systems San Francisco, CA

Enterprise analytics software company with $900M in annual recurring revenue.

- Lead **4** contracts managers supporting 120 account executives on enterprise deals up to $25M.
- Negotiate SaaS, reseller and data processing agreements, holding the standard liability cap on 92% of deals.
- Wrote the contract risk management playbook and fallback clauses, cutting legal escalations by 45%.
- Rolled out a contract lifecycle management system for 8,000 agreements with sales operations in 5 months.

Contracts Manager 07/2017 - 02/2021

Mission Bay Data Inc. San Francisco, CA

Data integration software company with 2,000 enterprise customers.

- Negotiated 300 enterprise customer agreements a year, averaging 21 days from first draft to signature.
- Drafted MSA, order form and partner templates used across 3 sales regions.
- Trained 60 sales staff each quarter on discount, payment and renewal terms.

Contracts Administrator 06/2015 - 06/2017

Peninsula Networks San Mateo, CA

Networking hardware and support services provider.

- Administered 1,200 hardware and support contracts in Salesforce and Excel.
- Prepared renewal quotes and amendments for $40M in annual support revenue.
- Reviewed customer purchase orders against contract terms before 100% of shipments.