



## **Associate Corporate Counsel, AWS Sales & Marketing**

Amazon's Legal Department is looking for a talented public sector lawyer to support Amazon Web Services (AWS) and other Amazon.com businesses selling to U.S. public sector customers. AWS is at the forefront of the "cloud" computing and service industry providing IT infrastructure services such as on-demand compute capacity, storage, content delivery, database services, browsers and more.

This Associate Corporate Counsel will support AWS's worldwide public sector compliance program, advise on compliance matters arising from U.S. Federal, State, and Local procurement laws and regulations, and negotiate technology licensing agreements with U.S. Federal government agencies, systems integrators, and distributors/resellers. The role includes participating in other Amazon.com legal projects, including developing and implementing compliance training, managing legal issues that arise in existing relationships, and handling pre-litigation legal disputes and inquiries.

The successful candidate must be inquisitive, enthusiastic about technology, enjoy working hard and being continually challenged, and demonstrate sound judgment even in ambiguous situations. Compensation will be based on experience and includes equity compensation.

### **BASIC QUALIFICATIONS**

- J.D. and admitted to at least one state bar
- 2+ years of experience advising on public sector compliance matters related to U.S. Federal, State, and Local government procurement laws and regulations
- advising, developing, and/or supporting public sector compliance programs
- Working knowledge of general laws relating to government contracting and

compliance at the U.S. Federal, State, or Local government level

- Strong technology licensing or negotiation experience

#### PREFERRED QUALIFICATIONS

- Demonstrated experience developing, implementing, and managing public sector compliance programs
- In-house experience at a technology company or in a private technology group
- Demonstrated experience negotiating and drafting technology licensing agreements with U.S. public sector customers
- Demonstrated experience supporting related public sector RFX activities

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