



Wesley C. Watts

PARTNER

Austin

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Wes is the founding partner of our Austin office.

Wes represents a broad range of entrepreneurs and venture-backed companies, providing ongoing advice and support for issues relating to governance, day-to-day operations and a variety of transactions, including financings, mergers and acquisitions, technology transfers and strategic partnerships. Wes also has significant experience representing venture fund investors in early stage and growth stage venture financings.

Wes's clients span across a wide range of industries, including healthcare, biotech, cybersecurity, e-commerce, AI, SaaS, consumer products, agriculture, energy, communication technology, entertainment, fintech, MarTech, PropTech, supply chain and logistics, among others. He works closely with clients through their entire life cycle, from providing strategic and corporate structuring advice to founders at the earliest stages, to managing venture capital and growth financings, to negotiating M&A and other liquidity transactions for late stage growth companies.

Wes has negotiated transactions across from many leading U.S. and international companies, including Accenture, Allstate Insurance, Amazon, Anheuser-Busch, Apple, Boeing, Canon, Capital One, CBRE, Coupang, Dell, Elevance Health, ExxonMobil, Goldman Sachs, Halliburton, Hitachi, Home Depot, IBM, Intel, Jeppesen, JetBlue, Lufthansa, Mastercard, MD Anderson, Microsoft, PayPal, Qualcomm, Realtor.com, Repay, Ripple, United Parcel Service, USAA, Visa, Walmart, William Morris Endeavor, Zynga and others.

Prior to practicing law, Wes obtained significant business experience. His work ranged from managing the marketplace sales and operations of a Fortune 500 company to being responsible for all aspects of a successful, locally-owned restaurant.

Wes shared in his press release upon joining the firm, “I have worked across the table from Gunderson Dettmer lawyers many times over the years,” said Watts. “Considering its size, Gunderson Dettmer has consistently punched above its weight class and it’s no wonder that it is the number one firm in the world for emerging growth companies and venture and growth equity funds. Gunderson Dettmer is singularly focused on the same clients I have devoted my own practice to. And that focus is tailored perfectly to the unique and developing ecosystem in Austin and around Texas.”

Credentials

EDUCATION

- University of Texas School of Law, J.D.
with High Honors (Chancellors; Order of the Coif; Editor-in-Chief, Texas International Law Journal)
- University of Texas, B.A., History

BAR ADMISSIONS

- Texas

ACHIEVEMENTS

Wes was selected for inclusion in *The Best Lawyers in America* in Mergers & Acquisitions Law (since 2023)

Focus Areas

Corporate Governance & Strategy
Mergers & Acquisitions
Seed, Venture and Growth Financings
Fund Investments in Companies
Life Sciences
AI & Machine Learning

Related News & Insights

CLIENT NEWS

Contoro Robotics Announces \$12M Series A Financing

CLIENT NEWS

BioReNuva Announces Strategic Investment From Hallstar

CLIENT NEWS

GoGreen Partners Leads XtremeX Mining Technology \$11M Series A

CLIENT NEWS

Gunderson Dettmer Advises Arden Labs in Acquisition by LISNR

CLIENT NEWS

Cart.com Announces Acquisition of OceanX

CLIENT NEWS

Predictive Fitness Announces Strategic Partnership with Ancor Capital Partners

FIRM NEWS

Gunderson Dettmer Commemorates 2024 Global Diversity Awareness Month

CLIENT NEWS

17th Annual Venture Atlanta Conference Showcases Gunderson Dettmer

Clients

FIRM NEWS

Best Lawyers Recognizes 29 Gunderson Dettmer Attorneys in the 2025 Best Lawyers in America Guide

CLIENT NEWS

Cart.com Announces \$105M Debt Financing from BlackRock

CLIENT NEWS

Trustwise Announces Official Launch and \$4M Seed Financing

CLIENT NEWS

Ecliptic Capital Leads Seed+ Financing of Koda Health to Improve Illness Care Planning

CLIENT NEWS

Cart.com Acquires Amazon Optimization and Advertising Solution Provider Amify