

ActiveNav Position Description

Senior Sales Executive - Legal Market

Job Location: US (Remote, ideally NE/MidAtlantic) **Start:** January 2025 **Job Type:** Full Time

Overview

ActiveNav is a cutting-edge independent software vendor with a global presence, focussed on delivering an innovative cloud service that enables our customers to discover, understand and control their dark and sensitive data wherever it lies. Our mission is to help our customers achieve a state of Zero Dark Data.

Our recently launched Cloud Service is Initially targeted at the Legal sector, both law firms and Corporation's general counsel, and largely follows the customer footprint of our technology partner's iManage and NetDocuments.

Our unique domain expertise allows us to compete with industry giants and we are recognised for our thought leadership and the outstanding quality of our team and products. With our commercial headquarters in Reston, VA, USA, and engineering hub in Winchester, UK, we are poised for significant growth into the legal sector in North America, building on our existing legal customer base in the US.

Opportunity

Are you ready to take charge of your career, driving growth in an exciting new market segment with enormous potential? If so, this rare opportunity is designed for you.

As a Senior Sales Executive focused on the US Legal Market, you will spearhead our expansion into mid-tier US law firms (outside of the AM Law 200) leveraging our NetDocuments technology partnership and working with consulting services partners.

This is not just another sales role—it's your chance to be an entrepreneur with a SaaS product already gaining traction in the US with initial legal customers already secured and all the benefits of a start-up environment, but without the typical risks and costs.

Key Responsibilities:

- **Market Leadership:** Lead the charge in selling ActiveNav's Cloud service to the legal mid-tier (outside of AM Law 200) market.
- **Growth & Expansion:** Develop and execute a comprehensive account strategy to secure new business, drive expansion, and grow ActiveNav's customer base.
- **Relationship Building:** Establish and nurture relationships with key executives and senior-level decision-makers in the legal and corporate sectors.
- **Sales Forecasting:** Maintain accurate sales forecasts and provide regular reports to senior management, ensuring transparency and alignment with company goals.

- **Networking:** Leverage your existing network and create new connections to build a robust pipeline of opportunities.
- **Partner Management:** Develop deep and trusted relationships with our partner network for lead generation.
- **Quota Achievement:** Consistently meet and exceed your sales quota, driving significant revenue growth for the company.

Who You Are:

- **Sales Leader:** You will likely have 7+ years of experience in direct sales in the legal sectors.
- **Entrepreneur at Heart:** You're excited about the opportunity to be the first focused on the mid-tier legal market, with the autonomy to shape the business around your success.
- **Market Expert:** You understand the nuances of the legal and corporate markets in the US and have experience selling cloud-based solutions to executive leadership.
- **Results-Oriented:** You thrive on achieving and beating sales targets.
- **Relationship Builder:** Your exceptional interpersonal and negotiation skills allow you to build strong, lasting and trusted relationships with key stakeholders.
- **Strategic Thinker:** You see the big picture and translate it into actionable plans to drive business success.
- **Adaptable:** You're comfortable in a fast-paced, dynamic environment and can easily pivot strategies to meet new challenges.
- **Travel-Ready:** Willingness to travel within the sales territory is required.
- **Legal Eligibility:** Must be legally authorized to work in the United States without the need for employer sponsorship.

Why Join Us?

Step into the forefront of a groundbreaking Cloud service in a rapidly expanding market at the intersection of data, privacy, regulations, AI and business innovation. Working for the VP Sales Americas, you'll have the freedom to focus entirely on what you do best - driving sales and expanding the business. This is your opportunity to make a significant impact as part of a success story, making a name for yourself as you fuel growth in the legal market.

Expect to be rewarded generously with a competitive base salary, plus an uncapped sales commission earnings plan. For the right candidate, there's even the potential to earn a stake in the company's success.

How to Apply

If you're ready to take on this challenge and contribute to our ambitious growth plans, we'd love to hear from you! Please send your resume and a brief cover letter in your own style, explaining why you're a great fit for this role to careers@activenav.com.

ActiveNav is an Equal Opportunity Employer. All qualified applicants will receive consideration for employment without regard to race, colour, religion, sex, pregnancy, sexual orientation, gender identity, national origin, age, or disability status.

- **Location:** Remote with a preference for NorthEast USA or Mid-Atlantic Region or US-South.
- **Type:** Full Time
- **Reports To:** Vice President Sales Americas