

# Corporify

**JOB OPENING**

**Sales Manager SaaS**

August 2023

## Background

### About Corporify

Take the pole position in bringing innovation to the legal industry!

LegalTech is booming. Are you ready to make a direct impact in this rapidly growing market? Then join Corporify as Sales Manager and boost our European sales growth.

Corporify is a fast-growing LegalTech scale-up on a mission to simplify legal entity management and corporate housekeeping.

Corporify serves high-profile customers: group legal counsels, CFOs, Private Equity/Venture Capital professionals and business law firms. With our SaaS platform, Corporify supports corporate groups, holdings, and investment funds to control their group entities' legal data and automate complex legal flows.

Corporify is based in Ghent and employs 9 people.

## Sales Manager SaaS

### Your main responsibilities

Help us achieve our ambition by taking on the following responsibilities:

- ❖ **Develop and execute the sales strategy** in close collaboration with our management team. You translate the sales strategy into operational goals and KPIs.
- ❖ **Take the lead** in both handling **inbound demo requests** and **proactive outbound prospecting**. You are responsible for managing the entire sales funnel:
  - Qualify all leads (inbound and outbound) and capture their challenges related to legal entity management and corporate housekeeping.
  - Organize and present product demos.
  - Accurately manage the post-demo process to convert prospects into delighted customers, with a strong focus on building long-term relationships.
  - Draft and manage contract proposals up to the contract signing.
  - Organize a smooth handover to our customer success team to ensure a seamless customer adoption.
  - Log and maintain all sales-related activity into our central CRM system (Hubspot).
- ❖ You will have a **direct impact on our product strategy**. You will work closely with our product team to translate prospect/customer feedback into product requirements.

## Your profile

- ❖ You hold a Master's or Professional Bachelor's degree (or equivalent) in Sales, Marketing, Finance, Legal or other relevant type of education.
- ❖ You have +3 years of experience in corporate legal or B2B sales & marketing. Experience in SaaS is a big plus.
- ❖ You have a solid results-oriented mindset. You are a team player, hands-on, and able to work independently.
- ❖ You have an entrepreneurial spirit, are unafraid of change, and are willing to develop new ideas and solutions.
- ❖ You have excellent communication and presentation skills, and you are fluent in English and Dutch (both verbal and written); French or German is a plus.
- ❖ You fully support our Company Values, 'GO+.'

**G**enuine interest in B2B legal industry and technology

**O**pen communication

+ Positive mindset

**GO+** Go the extra mile to make a positive impact on the lives of customers and colleagues

## Our offer

- ❖ A challenging focus domain at the intersection of Business, Corporate Law, and Tech.
- ❖ Competitive remuneration package with ample benefits.
- ❖ All the tools you need to excel in your job (laptop, smartphone, company car, periodic training, conferences, etc.).
- ❖ A dynamic and entrepreneurial work environment with experienced team members.
- ❖ The Corporify way of working: flexible hours and home/office work.

Your application will be handled with strict confidentiality.

Do you want to apply or do you have any questions about this job offer: [info@corporify.com](mailto:info@corporify.com).