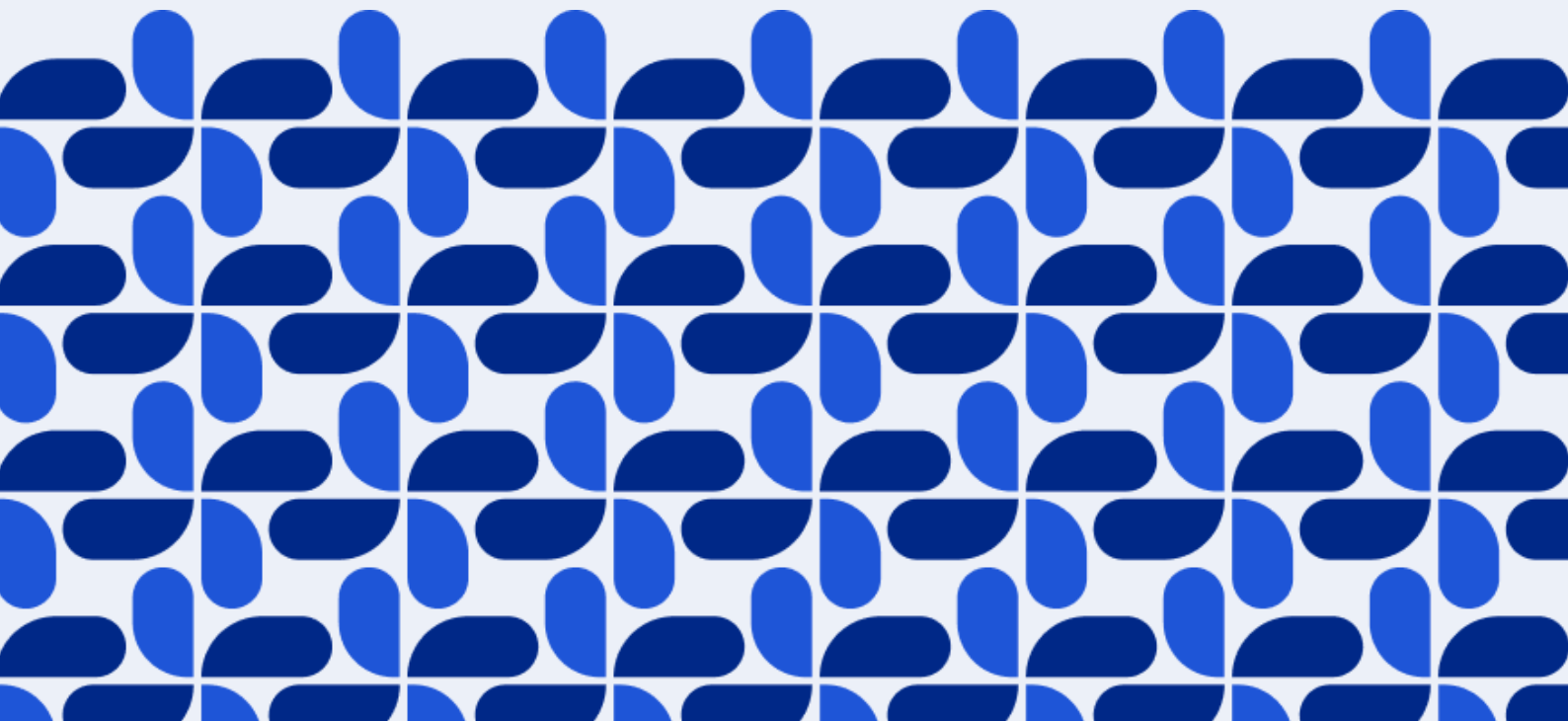


Open position

# Head of Revenue Netherlands

*December 2024*



## About Corporify

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

Corporify is a Belgian based fast-growing LegalTech scale-up. We are a team of experienced lawyers, business professionals and software engineers working together on a mission to simplify legal entity and shareholder management.







Corporify offers a SaaS platform serving high profile customers: group legal counsels, CFOs, Private Equity/Venture Capital professionals and business law firms. Corporify closed an investment round last year and is expanding its team to accelerate further growth ([www.corporify.com](http://www.corporify.com)) in the Netherlands and the rest of Europe.

Are you ready to make a direct impact in this rapidly growing market? Then join Corporify as Head of Revenue Netherlands and boost our sales growth in the Netherlands.

## Your main responsibilities

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

- 01** Develop and execute the sales strategy in the Netherlands in close collaboration with our management team. You translate the sales strategy into operational goals and KPIs.
- 02** Take the lead in both handling inbound demo requests and proactive outbound prospecting. You are responsible for managing the entire sales funnel in the Netherlands:
  -  Together with our SDR, qualify leads (inbound and outbound) and capture their challenges related to corporate housekeeping, legal entity and shareholder management.

-  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.
-  Maintain all sales-related activity into our central CRM system (HubSpot).
-  Attend seminars, events and customer round tables in the Netherlands as to spread the word about Corporify as much as possible.

**03** 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

**01** You hold a Bachelor or Master's degree (or equivalent) in Sales, Marketing, Finance, Legal or other relevant type of education.

**02** You have +3 years of experience in selling B2B SaaS. Experience in financial, fintech, accounting, compliance or LegalTech SaaS is a big plus.

**03** You have a solid results-oriented mindset. You are a team player, hands-on, and able to work independently.

**04** You have an entrepreneurial spirit, are unafraid of change, and are willing to develop new ideas and solutions.

05

You have excellent communication and presentation skills, and you are fluent in English and Dutch (both verbal and written); German is a plus.

06

You fully support our Company Values, 'GO+':

Genuine interest in legal and technology

Open 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, Tech and Corporate Law.



Competitive remuneration package with ample benefits such as company car, training budget, laptop, smartphone.



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.



## What's next?

Do you want to apply or do you have any questions about this job offer?

Mail to [jobs@corporify.com](mailto:jobs@corporify.com) and we'll get back to you within 1 week.

### Here is how our application process works:

- 01** Get to know each other via our People Manager
- 02** Introduction to Team Lead, this can include a case study or exercise
- 03** Introduction to our CEO/Management
- 04** Proposal and get started

*Your application will be handled with strict confidentiality.*