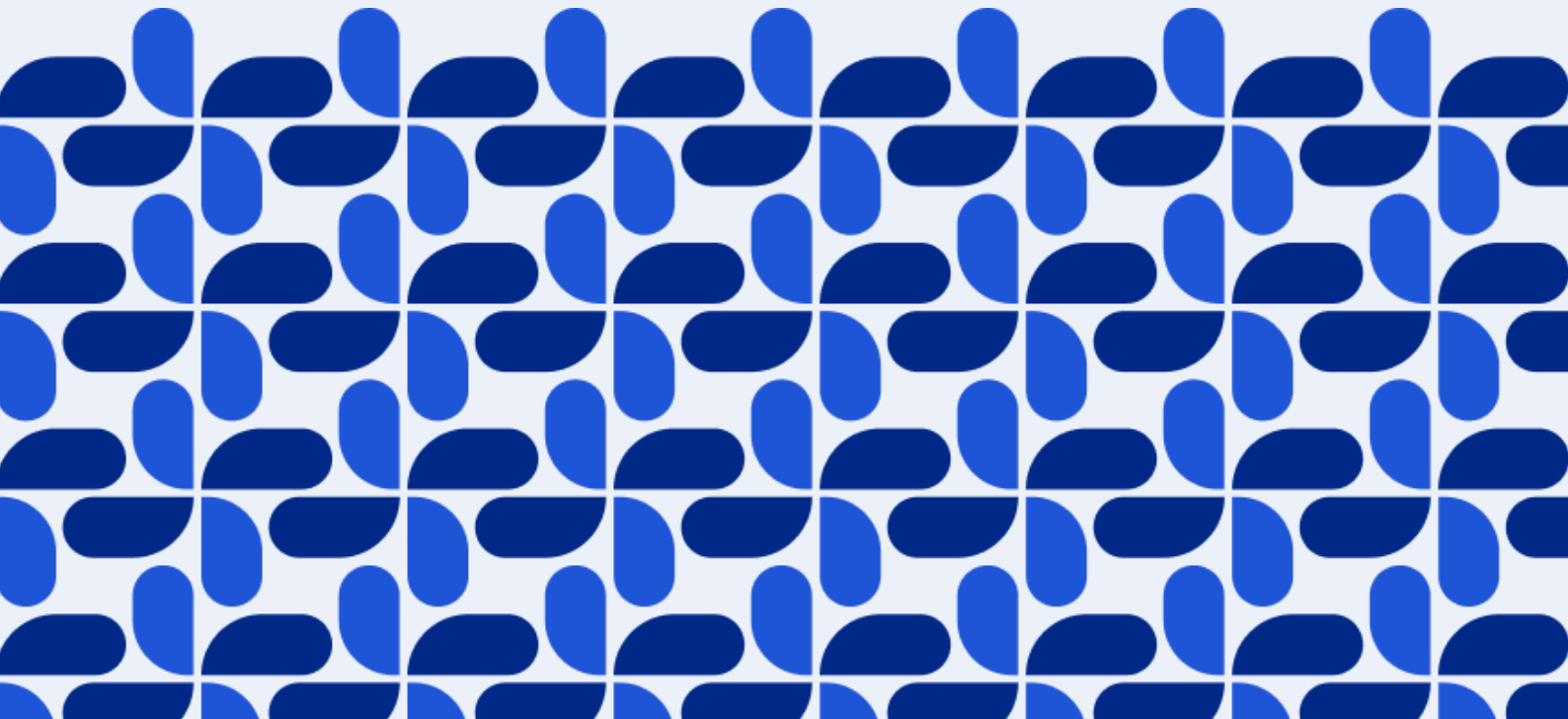


Open position

**SDR**

*December 2024*



## About Corporify




**LegalTech is booming! Are you ready to make a direct impact in this rapidly growing market?**

Corporify is a Ghent based fast-growing LegalTech scale-up. We are a team of 10 experienced lawyers, business professionals and software engineers working together on a mission to simplify legal entity management 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 both in Belgium and abroad. Corporify closed an investment round last year and is expanding its team to accelerate further growth ([www.corporify.com](http://www.corporify.com)).

## Key responsibilities

As an SDR, you will play a vital role in our company's growth strategy. You will help our sales team with getting a seat at the table with relevant prospects and leads. You target new prospects through outbound sales efforts, handle incoming leads, follow up on marketing campaigns, etc., this all in an international setting. As our new SDR, you'll:

- 01** Handle incoming leads.
- 02** Outbound prospect in coordination with assigned target accounts
  -  Through LinkedIn outreach
  -  Through cold-calling and cold-mailing.
  -  By setting up targeted outbound campaigns

- 03** Give elevator pitches to potential leads and prospects.
- 04** Continuously feed our CRM with the latest updates on account progress and safeguard for the adoption of optimal CRM hygiene standards.
- 05** Create reports for measuring Lead Generation efficiency and effectiveness.
- 06** Suggest improvement plans to make our sales outreach more effective
- 07** Co-create and update lead generation target lists, to make sure we are never 'out of leads'
- 08** Provide support for organizing webinars, demo sessions, training sessions, etc. together with the Marketing team.
- 09** Represent our company at exhibitions and trade fairs.

## **Job requirements**




You enjoy working in a fast-paced environment, have first notions of Software as a Service (SaaS) as a business model, and have previous experience in inside sales or sales support (> 1 year).

You understand how SaaS sales work – finding the right angle by listening to the prospect, use the right approach for the industry, trigger the attention and you like working together with a team to close the deal. In order to contribute to this role you have:



-  1+ year experience in inside sales/sales support in SaaS environments.
-  1+ year experience in working with enterprise customers
-  Fluent in English and Dutch (speaking and writing) – French is not required but a plus.
-  Experience with using CRM systems (We use 'HubSpot') to monitor progress and activity.
-  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

## Skills that set you apart

You'll stand out from the crowd if you have:

-  French, German, Spanish, Portuguese, or other language skills.
-  Previous experience in selling Financial, Accounting or LegalTech software solutions.
-  Bachelor's or master's degree in Sales, Marketing, Economics, Law, Communication, Languages.

## Our offer

-  Full-time employment at a competitive salary
-  Extra benefits: training budget, company car, health insurance, laptop, smartphone, ...

- ✦ Flexible working hours + hybrid working (Ghent office + remote)
- ✦ Entrepreneurial environment with increasing high profile international customers
- ✦ Tackling challenges in the field of Business, Corporate Law, and Tech.
- ✦ A lot of attention for personal development (soft skills, new technology, conferences, ...)
- ✦ An experienced team that is eager to learn from you and where you will be valued for your input



## 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.*