



## SVP of Sales for the Legal Market – North America

Do you have experience managing teams that sell complex technical business solutions?  
Do you have an understanding of business drivers in the Legal market?  
Do you want to join a dynamic, motivated and exceptional team?

ayfie is seeking a Senior Sales Executive to focus on growth. The right candidate will be a tech-focused SaaS leader and with a history of international success leading, scaling and developing high-performing revenue organizations within both start-up environments and publicly-traded corporations.

At ayfie, we provide aided-Intelligence for technology-enabled legal services, business intelligence & professional/consulting services targeted at C-level executives in top law firms, legal technology companies and in-house legal departments within the Fortune 500.

If you are a tech-evangelist with experience in a consultative to sales that requires the technical acumen to bridge business challenges to the design and deployment of enterprise-wide software.

If you are a proven top performer and proven hunter, developer and coach of high-performing sales professional talent.

**If your specialties include:** Sales Strategy, Sales Management, Sales Coaching & Training, Sales, Mentoring, Process and Organizational Design, Customer Success, Pricing Strategy, Sales Development & Inside Sales Strategy, CRM Design, and New Product Development.

Join us.

### Requirements:

- 10+ years of proven solutions sales leadership in the B2B space
- Strong technical insights with preference in experience with NLP, Search-based Applications, Analytics and data-based solutions.
- Consultative-based sales approach
- Experience with pipeline management working with CRM systems
- Strong communication, negotiation, and interpersonal skills
- Ability to collaborate with diverse teams across multiple time zones
- Travel as needed
- Ambitious with a strong passion to succeed in a fast-growing company
- Knowledge of MS Office Suite, Slack, Hubspot CRM is a plus

ayfie is made up of entrepreneurial spirit, agile, collaborative and made from a diverse set of backgrounds and experiences. At our core, we value insightful creativity, cultural diversity and impassioned intelligence. We appreciate unique and motivated people who are striving for success and in the same breath welcome a work-life balance lifestyle.

ayfie offers a competitive base salary commensurate with experience, a performance-based incentive program, travel expense reimbursement, and a great team of talented people to support our growth initiatives.

For more inquiries, please contact Robert Wescott ([rob.wescott@ayfie.com](mailto:rob.wescott@ayfie.com)).