

# Senior Sales Executive – Legal Market (Americas)

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<b>Job</b>	Remote	<b>Start</b>	February 2026	<b>Job</b>	Full Time
<b>Location:</b>	(East Coast U.S.)	<b>Date:</b>		<b>Type:</b>	

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## Overview

ActiveNav is a leading independent software vendor with a global footprint, delivering innovative cloud services that enable organizations to discover, understand, and take control of their dark and sensitive data wherever it resides. Our mission is to help customers achieve Zero Dark Data.

Recognized for our deep domain expertise, advanced technology, and world-class team, our recently launched cloud service is primarily focused on the legal sector, supporting both law firms and corporate legal departments.

Closely aligned with the customer ecosystems of our technology partners, iManage and NetDocuments, we are well positioned to accelerate our growth across North America, building on the strong momentum and customer base we have already established in the U.S. market.

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## Opportunity

We are seeking a Senior Sales Executive to lead our growth in the U.S. legal sector, focusing on AmLaw 200 and mid-tier firms. You will have the autonomy to shape the go-to-market approach, influence strategic direction, and operate as the commercial lead for a priority growth region.

As part of the remit of this role, you will work closely with senior leadership to refine our market position and accelerate customer adoption. In this role, you will combine strategic ownership with hands-on execution, supported by a proven product already gaining traction in the market.

You will represent ActiveNav to senior legal and corporate stakeholders, develop territory strategy, build trusted partner relationships, and drive new business acquisition. This is a chance to operate with independence and impact in a high-growth environment, backed by experienced technical and commercial teams.

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## Key Responsibilities

- **New Business Acquisition:** Drive sales of ActiveNav's cloud service into AmLaw 200 and mid-tier firms.
- **Account Strategy:** Develop and execute tailored plans to secure new customers, expand existing relationships, and manage long-term revenue growth.
- **Executive Relationship Management:** Build and maintain strong relationships with senior decision-makers across legal and corporate environments.
- **Forecasting and Reporting:** Maintain accurate pipeline, forecasting and activity reporting to ensure alignment with company objectives.
- **Partner Engagement:** Work closely with consulting partners and technology ecosystems (iManage and NetDocuments) to generate, progress and close opportunities.
- **Quota Achievement:** Consistently meet or exceed sales targets, delivering meaningful revenue growth.
- **Market Networking:** Leverage existing relationships and build new ones to strengthen market presence and opportunity flow.
- **Territory Coverage:** Travel as required throughout the sales territory.

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## Who You Are

- **Sales Leader:** You bring 7+ years of direct sales experience in the legal or adjacent B2B SaaS sectors, with a track record of selling to senior executives.
- **Entrepreneur at Heart:** You're self-motivated, resilient and comfortable building a new territory or market segment.
- **Market Expert:** You understand the nuances of the legal and corporate markets in North America and have experience selling cloud-based solutions to executive leadership.
- **Results-Driven:** 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 operating in a fast-moving, evolving environment typical of high-growth SaaS.
- **Legal Eligibility:** You hold valid working rights in the United States are essential.

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## Why Join Us?

This is a chance to shape the growth of a cutting-edge cloud service in a rapidly expanding market at the intersection of data, privacy, regulation and AI. You will work closely with senior leadership, benefit from a supportive and collaborative global culture, and have the freedom to focus on delivering commercial success.

You will join at a pivotal moment, with the opportunity to make a measurable impact, establish your presence in the sector, and contribute directly to the company's future.

## What We Offer

- Competitive base salary
- Uncapped commission plan
- Potential equity participation linked to performance
- Remote-first working environment
- A global, collaborative team with strong technical and commercial expertise

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## How to Apply

If this opportunity excites you and you believe you can drive meaningful growth in our target market, we would love to hear from you. Please send your CV and a brief cover letter explaining why you are a strong fit for this role to [careers@activenav.com](mailto:careers@activenav.com).

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**ActiveNav is an Equal Opportunity Employer.** We celebrate diversity and are committed to creating an inclusive environment for all employees.

**Don't meet every requirement?** High-performing sales professionals come from a wide range of backgrounds, and we know the strongest commercial leaders often bring unconventional paths and diverse experience. If you're motivated by our mission and confident in your ability to drive impact, we encourage you to apply. We value commercial acumen, strategic thinking, and the potential to influence meaningful growth.

- **Location:** Remote with a preference for East Coast U.S.
- **Department:** Sales
- **Reports To:** Vice President Sales (Americas)