

Senior Sales Executive – Legal Segment (APAC)

Job Location:	Remote (Melbourne or Sydney)	Start Date:	February 2026	Job Type:	Full Time
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Overview

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

Recognised for our deep domain expertise, innovative technology, and world-class team, our recently launched Cloud Service is primarily focused on the Legal sector, including both law firms and corporate legal departments while continuing to support a loyal and significant on-premises customer base.

Aligning closely with the customer bases of our technology partners, we are positioning ourselves for accelerated growth in the APAC region building on the work of our established VP APAC based in Melbourne.

Opportunity

Are you a motivated sales leader ready to help shape ActiveNav's expansion into the APAC region? This is a rare opportunity to take ownership of a strategically important region and define the go-to-market approach for Australia and New Zealand. You'll operate with start-up energy, supported by a proven product, committed global teams, and early momentum in the market.

As our Senior Sales Executive, you'll lead new business development across the legal and corporate sectors, representing a solution gaining international traction and already beginning to establish a presence in Australia. You'll play a central role in shaping our long-term regional footprint and thrive in an environment that values independence, accountability, and clear impact.

Key Responsibilities

- **Regional Market Leadership:** Lead sales for ActiveNav's Cloud Service across Australia and New Zealand, establishing our presence in both law firms and corporate legal teams.
- **Territory and Account Strategy:** Develop and execute detailed territory and account plans that drive new business, revenue growth, and long-term customer expansion.
- **Relationship Development:** Build strong, trusted relationships with senior decision-makers across the legal and corporate markets.
- **Forecasting and Reporting:** Maintain clear, accurate pipeline reporting and forecasting, ensuring transparency and alignment with company targets.
- **Partner Ecosystem Engagement:** Collaborate closely with technology partners such as iManage and NetDocuments to build joint value propositions and source opportunities across the region.
- **Market Presence:** Represent ActiveNav at relevant APAC region events, webinars, and industry forums, supporting our thought-leadership and brand visibility.
- **Quota Achievement:** Consistently meet and exceed sales quota expectations, contributing directly to ActiveNav's APAC region growth.

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 a self-starter with experience building new territories or markets.
- **Market Expert:** You understand the nuances of the legal and corporate markets in the APAC region and have experience selling cloud-based solutions to executive leadership.
- **Results-Oriented:** 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.
- **Travel-Ready:** Willingness to travel within the sales territory is required.
- **Legal Eligibility:** Valid working rights in Australia are essential.

Why Join Us?

Become part of a high-growth company at a pivotal moment in our APAC strategy. You'll be selling a meaningful, differentiated product at the intersection of data, compliance, privacy, AI, and legal innovation.

You'll be supported operationally by the VP APAC, enabling you to focus fully on driving commercial outcomes. As our first regional sales hire, the impact you make will be visible, valued, and influential in shaping our long-term success.

What We Offer

- Competitive base salary including superannuation
- Uncapped commission plan
- Potential for equity participation based on performance
- Remote-first role (Melbourne/Sydney preferred)
- Global, collaborative team culture
- Opportunity to build and grow the region

How to Apply

If you're excited by the opportunity to build ActiveNav's presence in APAC and contribute to our ambitious growth plans, we'd love to hear from you. Please send your resume and a brief cover letter explaining why this role interests you to careers@activenav.com.

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 across the region.

- **Location:** Remote (with a preference for Melbourne or Sydney)
- **Department:** Sales
- **Reports To:** Vice President APAC