

# Senior Sales Executive – Legal Segment (UK & EMEA)

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**Job Location:** Remote (UK-based)

**Start:** Summer 2025

**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.

Our recently launched Cloud Service is primarily focussed on the Legal sector, including both law firms and corporate legal departments, aligning closely with the customer bases of our technology partners iManage and NetDocuments.

Recognised for our deep domain expertise, innovative technology, and world-class team, we're positioned for accelerated growth. With our commercial HQ in Reston, Virginia and engineering hub in Winchester, UK, we're now seeking a highly motivated and experienced Senior Sales Executive to drive our growth in the UK and wider EMEA region.

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## Opportunity

Are you a strategic, driven sales leader with strong connections in the legal industry? Are you ready to shape our presence across EMEA, selling a product that is already gaining traction and market validation?

As our Senior Sales Executive operating in Legal for UK & EMEA, you'll play a pivotal role in building and executing our regional sales strategy. This is a rare opportunity to join a high-growth company at a critical inflection point, with the autonomy to shape our go-to-market approach and the potential to grow a regional team around you.

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## Key Responsibilities

- **Regional Growth:** Drive new business development and expansion across UK and EMEA legal markets, both law firms and corporate legal teams.
- **Sales Strategy:** Develop and execute territory plans and account strategies to meet and exceed sales targets.
- **Relationship Building:** Cultivate strong relationships with senior decision-makers across target accounts.
- **Forecasting & Reporting:** Maintain accurate pipeline and forecasting, reporting regularly to the executive team.
- **Partner Ecosystem:** Engage and collaborate with technology and channel partners (e.g., iManage, NetDocuments) to create joint value propositions and source leads.
- **Thought Leadership:** Represent ActiveNav at regional and global industry events, webinars, and networking opportunities.
- **Customer Success Alignment:** Work closely with delivery and success teams to ensure a smooth handover and long-term customer growth.

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## Who You Are

- **Sales Leader:** You will likely have 7+ years of experience in direct sales, ideally selling to the UK legal sector (law firms).
- **Legal Industry Familiar:** You have sold into mid to large law firms and/or corporate legal departments and understand their unique challenges and buying cycles.
- **Tech-Savvy & Curious:** You have a strong interest in tech and are confident presenting technology-led solutions to senior stakeholders, grasping how to position technical value to resonate with business need.
- **Entrepreneur at Heart:** You're energised by the opportunity to lead in a new market with the autonomy to shape strategy and make a visible impact.
- **Strategic Thinker:** You clearly balance short-term wins with long-term growth strategies.
- **Relationship-Driven:** Your natural communication and interpersonal skills help you build trust quickly and nurture long-term partnerships.
- **Adaptable & Resilient:** You're comfortable in a fast-paced, evolving environment, ready to pivot as needed to seize opportunities.
- **Results-Focused:** You're goal-oriented and motivated by exceeding targets.
- **Globally Minded:** You're comfortable working in a global team with cross-timezone collaboration and able to travel across the UK and into key EMEA markets as needed.

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## Why Join Us?

Be part of a high-growth, high-impact company with a strong foundation and exciting future. You'll sell a unique and meaningful product at the intersection of data, compliance, AI, and legal innovation—backed by a world-class team.

- **Competitive base salary + uncapped commission plan.**
- **Remote-first role**, with regular team meetups and customer visits.
- **Global team**, collaborative culture.
- **Comprehensive benefits**, based on UK market.
- **Growth potential**, including scope to build out the regional sales function.

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## How to Apply

If you're ready to shape our expansion across the UK and EMEA legal markets, we'd love to hear from you. Please send your CV and a brief cover note explaining why this role excites you 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.

**Not sure you tick every box?** If you're a motivated, sales-driven professional who is excited by the opportunity to break new ground and help shape our growth in the legal segment, we'd still love to hear from you. We recognise that great candidates come from a variety of backgrounds, and if you bring the right attitude, ambition, and potential, you may be exactly who we're looking for.

- **Reports To (Initially):** Chief Executive Officer