

Job Title: Australia Country Manager
Location: Australia
Reports to: VP Sales, EMEA
Department/Division: Sales

ContractPodAi® is one of the fastest growing legal technology start-up businesses in the world. Our proprietary software brings substantial efficiencies to the legal function of major and international businesses across all sectors. Our customers comprise top global brands across all industries and in every continent. Our employees are smart, creative, and collaborative. We work hard, support each other, and enjoy great benefits and perks! ContractPodAi offers a challenging and fun environment that drives personal and professional growth.

We are seeking an Australia Country Manager who will be responsible for implementing the 2020/21 Australia Region Go to Market strategy. The chosen candidate will be backed by a robust Global sales and marketing machine and will assist ContractPodAi in becoming the leader in the contract management space for General Counsel. Based in Australia and reporting to our VP Sales EMEA and APAC, this role offers a challenging but rewarding opportunity for the right candidate.

Job Responsibilities
<ul style="list-style-type: none"> • Developing Australian Market Approach
<ul style="list-style-type: none"> • Developing Legal Tech Partner Eco System
<ul style="list-style-type: none"> • Designing strategies that address regional customer needs and issues while meeting assigned quota
<ul style="list-style-type: none"> • Understanding and being passionate about the company’s vision and being able to articulate that to the customers
<ul style="list-style-type: none"> • Targeting and Prioritizing accounts and activities
<ul style="list-style-type: none"> • Strategically planning sales calls by outlined objectives and action steps
<ul style="list-style-type: none"> • Reading the market and recognizing the trends
<ul style="list-style-type: none"> • Demonstrating knowledge of account history, the processes, and procedures specific to each account
<ul style="list-style-type: none"> • Meeting monthly and quarterly sales targets consistently
<ul style="list-style-type: none"> • Forecasting with razor sharp focus and aligning to the monthly/quarterly targets
<ul style="list-style-type: none"> • Building and owning “the art” and “the science” behind high performance product demonstrations and elevated pitches

<ul style="list-style-type: none">• Responding to customers' requests and problems with appropriate timeliness and concern, Developing professional credibility and trust with the customer
<ul style="list-style-type: none">• Maintaining sales activities within Salesforce with high level of hygiene
<ul style="list-style-type: none">• Grasping customers use case and being able to deliver high performance sales presentations and demos on product fit for each use case

Requirements

<ul style="list-style-type: none">• Bachelor's Degree or equivalent
<ul style="list-style-type: none">• 10+ years' sales management with a proven track record in building Teams and meeting quota.
<ul style="list-style-type: none">• SaaS sales experience is necessary, selling to lawyers desirable
<ul style="list-style-type: none">• Familiar with product marketing tactics (e.g. Pragmatic Matrix / Training)
<ul style="list-style-type: none">• Proficient in MS Office, Salesforce and Sales Management Software
<ul style="list-style-type: none">• Requires Passport and International / Regional Travel