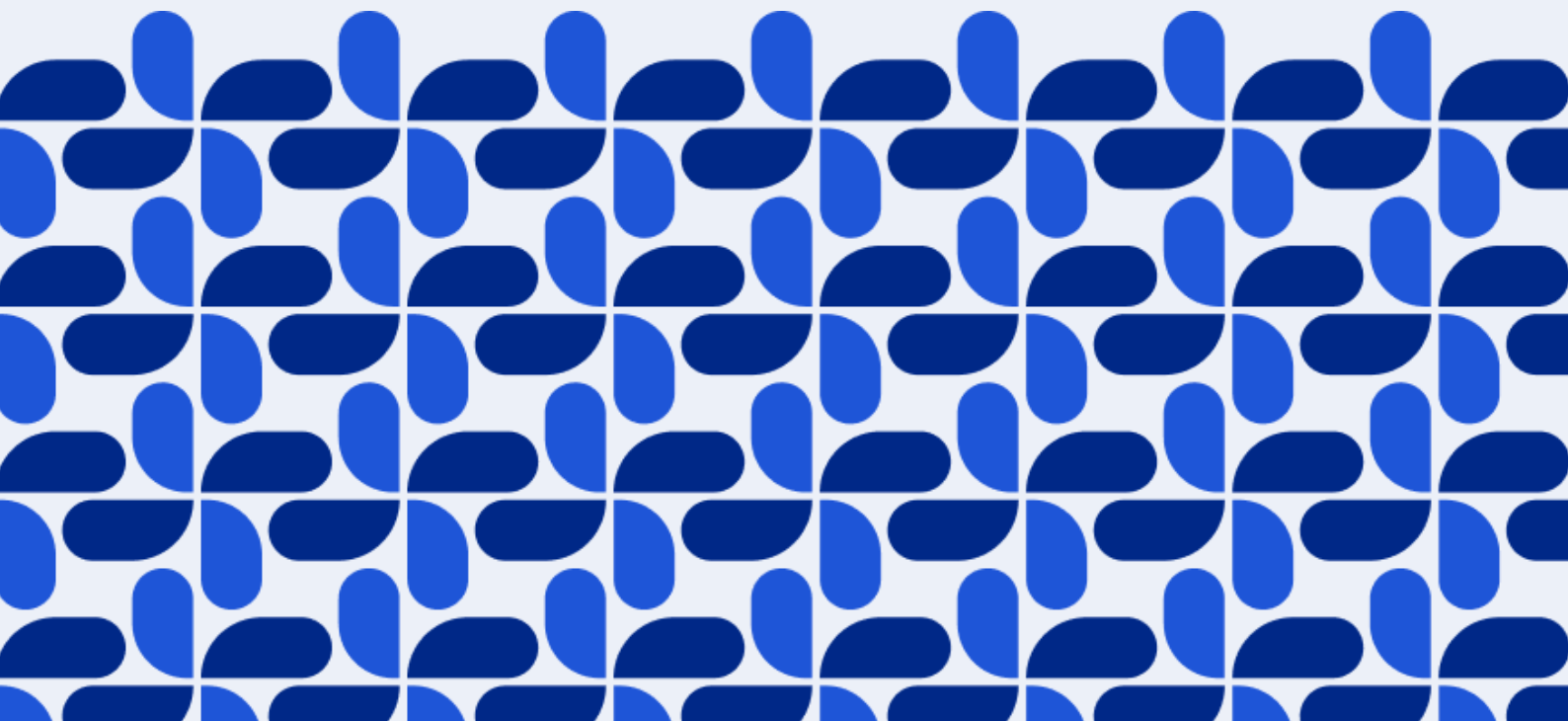


Join the Corporify
team as
SDR



About Corporify

LegalTech is booming! Are you ready to make a direct impact in this rapidly growing market?

Corporify is a Ghent based fast-growing LegalTech scale-up. We are on a mission to simplify legal entity management and shareholder management. Corporify offers a SaaS platform serving high profile customers both in Belgium and abroad (www.corporify.com).

Key responsibilities

As an SDR, you will play a vital role in our company's growth strategy. You will help our sales team with getting a seat at the table with relevant prospects and leads. As our new SDR, you'll:

- 01** Handle incoming leads.
- 02** Reach out to target accounts: through LinkedIn , email and targeted outbound campaigns.
- 03** Give elevator pitches to potential leads and prospects.
- 04** Suggest improvement plans to make our sales outreach more effective.
- 05** Co-create and update lead generation target lists, to make sure we are never 'out of leads'.
- 06** Provide support for organizing webinars, demo sessions and trainings together with the Marketing team.
- 07** Represent our company at exhibitions and trade fairs.

Job requirements




You enjoy working in a fast-paced environment, have first notions of Software as a Service (SaaS) as a business model, and have previous experience in inside sales or sales support (> 1 year).

You understand how SaaS sales works – finding the right angle by listening to the prospect, use the right approach for the industry, trigger the attention. You like working together with a team to close the deal. In order to contribute to this role you:








-  have 1+ year experience in inside sales/sales support in SaaS environments.
-  have 1+ year experience in working with enterprise customers.
-  are fluent in English and Dutch (speaking and writing) – French is not required but a plus.
-  have experience with using CRM systems (we use 'HubSpot' for example) to monitor progress and activity.
-  fully support our Company Values 'GO+':
 - Genuine interest in legal and technology
 - Open communication
 - + Positive mindset
 - GO+ Go the extra mile to make a positive impact on the lives of our customers and team members

Skills that set you apart

You'll stand out from the crowd if you have:

-  French, German, Spanish, Portuguese, or other language skills.
-  Previous experience in selling Financial, Accounting or LegalTech software solutions.
-  Bachelor's or master's degree in Sales, Marketing, Economics, Law, Communication, Languages.

Our offer

-  Full-time employment at a competitive salary
-  Extra benefits: training budget, company car, health insurance, laptop, smartphone, ...
-  Flexible working hours + hybrid working (Ghent office + remote)
-  Entrepreneurial environment with increasing high profile international customers
-  Tackling challenges in the field of Business, Law and Tech.
-  A lot of attention for personal development (soft skills, new technology, conferences, ...)
-  An experienced team that is eager to learn from you and where you will be valued for your input



What's next?

Do you want to apply or do you have any questions about this job offer?

Mail to jobs@corporify.com and we'll get back to you within 1 week.

Here is how our application process works:

- 01** Get to know each other via our People Manager
- 02** Introduction to Team Lead, this can include a case study or exercise
- 03** Introduction to our CEO/Management
- 04** Proposal and get started

Your application will be handled with strict confidentiality.