

## Head of Enterprise Sales (San Francisco, California - Sales)

After raising our Series A at the end of 2024, Ivo grew 6x in 2025, closed 50+ six-figure deals and signed seven-figure enterprise customers. We're now scaling our category-defining platform, Contract Repository & Intelligence, and need a leader to build a world-class enterprise sales engine.

### \*\*Role overview\*\*

- \* Scale the enterprise sales organization and own the sales strategy for our platform.
- \* Hire and ramp 10 additional enterprise Account Executives globally in 2026 and build the support ecosystem (SDRs, sales engineers, legal specialists, enablement).
- \* Sell deals yourself early on to learn the motion, refine messaging and lead from the front.
- \* Design the next-generation enterprise sales process reflecting multi-product selling, executive-level value, varied use cases, complex buying committees and long-term platform adoption.
- \* Partner deeply with Product, Marketing, Customer Success and Professional Services.
- \* Drive repeatability and build scalable processes; hire and mentor top-tier enterprise sales talent; set the cultural bar for ethics, curiosity, accountability and craftsmanship.
- \* Architect the future organization structure, operating cadence and leadership model.

### \*\*What we're looking for\*\*

- \* Proven success building and scaling enterprise sales teams at high-growth B2B SaaS companies.
- \* Track record of closing six- and seven-figure deals with Fortune 500 companies.
- \* Experience hiring and managing global enterprise Account Executives.
- \* Comfort selling complex deals with long sales cycles.
- \* Builder energy, player-coach mentality, talent magnet and process-oriented yet flexible.
- \* High standards, high confidence and high EQ.

### \*\*Why this role is special\*\*

- \* You'll define a category, sell a product that changes how enterprises operate and build a scalable sales engine to win half of the Fortune 500.
- \* Competitive compensation and equity; in-office role in San Francisco.