

Solutions Attorney / Legal Engineer (San Francisco, California or New York - Legal Engineering)

Ivo is hiring a lawyer to drive growth by demonstrating and implementing our AI contract solutions with law firms and in-house legal teams.

****Role overview****

- * Champion the product and advocate for Ivo on sales calls, demos, webinars, events and conferences.
- * Lead product demonstrations tailored to specific legal teams; validate use cases and showcase features and benefits.
- * Act as a trusted advisor to help customers integrate Ivo into workflows and adopt best practices for scaling AI.
- * Implement playbooks derived from customer precedents, templates and historical agreements.
- * Work closely with engineers to improve model outputs and with designers to enhance UX/UI.
- * Act as the "voice of the customer," providing legal insight to the sales and product teams.

****What we're looking for****

- * 2+ years of legal experience (law firm or in-house).
- * Sales or customer-facing experience is a plus; legal BD experience or secondment also valuable.
- * Outstanding presentation skills across legal and executive audiences.
- * Do-what-it-takes attitude; willing to dive into problems yourself.
- * Excited about the adventure of building a company.
- * Relentlessly resourceful with a strong sense of urgency.

****Compensation & benefits****

- * Salary range roughly \$180K-\$240K plus equity.
- * Relocation/visa support, comprehensive medical/dental/vision, unlimited PTO and on-site extras.
- * In-person role in San Francisco or New York.