

# Looking to innovate legal?

## Head of Legal (m/f) Frankfurt am Main

Hello forward-thinking LegalTech enthusiast, for one of our new ventures, we are currently looking for an experienced Head of Legal (m/f).

### Who we are

We are on the lookout for a Head of Legal to be part of the team of one of our new ventures. Our venture is a Frankfurt based startup which offers a sourcing platform to increase the efficiency in legal procurement. By this, we help corporates, banks and insurance companies significantly reduce costs and ensure compliance and transparency at the same time.

Working at this company means becoming a pioneer in one of the fastest-growing and most promising technology driven sectors. You will be part of an ambitious team with diverse backgrounds, professional expertise and experience. We purely focus on the needs of the clients we serve and aim to disrupt the cost structure of the legal market.

### Your duties and responsibilities

- Establishment and management of team of lawyers for an innovative startup in the field of legal procurement
- Developing and leading the legal strategy to promote and protect the company's matters
- Acquisition and support of business customers and corporates in the legal field
- Overseeing delivery of platform services and resources from a legal perspective
- Help to build MVPs and pitch innovative business models to well-known corporates
- Shared responsibility for the strategic development of the business model and effective implementation in the startup of a legal perspective
- Critically challenge the technologies and development roadmap
- Close cooperation with the advisory board, investors and ten.
- Monitoring and optimization of defined KPIs
- Advising the CEO on a variety of issues

## Knowledge, skills and abilities

- Legal counsel or lawyer with strong IT interest and at least 8 years of professional experience
- Profound experience in purchasing legal services as head or senior manager of legal department (in particular knowledge of the processes and process required information) and strong sales affinity, *or*
- Strong acquisition talent as a lawyer and relevant experience in the sale of legal services, in particular knowledge of the required processes, structures and required information
- Strong network with large law firms and legal counsels in corporates and German Mittelstand
- Reliable network in Europe, preferably including transcontinental networking
- Very good knowledge of M & A transactions, bidding procedures and underlying legal processes
- Fluent in English and German, more languages welcome
- Strong communication skills
- Experienced and efficient in defining and optimizing processes (Legal Processes)
- Able to think „out of the box“ in order to adapt to market innovations as efficiently and quickly as possible

If you are interested in this challenge, we look forward to receive your CV and full details (desired salary, equity, period of notice / possible date of joining, etc.).

Please apply to [careers@tentreats.com](mailto:careers@tentreats.com).

## About ten.

ten. is Germany's leading company builder for the legal and regulated industries, focusing on technology-driven B2B businesses. Based in Frankfurt am Main, ten. offers a comprehensive venture service range for industry experts, corporates and high potential founders to build highly scalable businesses. ten. takes an active co-founder-role and becomes the interim COO within the founder team, in return for minority interest.

**treating entrepreneurs nicely.**

#incubating #corporateventuring #companybuilding

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