

Legal Expert & Alliances MEA

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Company: DiliTrust

Location: Dubai

Category: legal

As a leading SaaS provider in EMEA, we digitalize our clients' legal departments. From the minutes of general meetings to the management of contracts thanks to AI, our offices in France, Spain, Italy, Canada, Mexico and Dubai allow us to support our 2,000 clients around the world.

Your duties:

You will report directly to the Head of Legal Expertise & Alliances Group based in Paris.

On daily basis you will work in the Italian team under the supervision of the country manager based in MEA.

Your role will be to:

1.Alliances

- Build a DiliTrust ecosystem thanks to alliances
- Identify partners in Italy
- Develop the relationship with partners
- Increase awareness of DiliTrust within the legal community
- Invest in the future by evangelizing universities and colleges

2.Legal Expertise

- Support sales and CS

oTraining

oworkshop

- Intervene in the internal training cycle
- Contribute to marketing actions

oSpeakership

oWebinaire

oPodcast events

Your profile:

Ideally, you have:

Minimum 10 years of experience as a Lawyer / In House counsel

Digital centric

Experience in LegalTech &/or in alliances / partnership would be a plus

French and English speaking required;

Recruitment process:

One video call with Marc, Head of Talent Acquisition

On interview with the Head of Legal Expertise & Alliances

What we offer you:

- Join a growing company in an international and friendly environment (offices in France, Italy, Spain, Canada but also Dubai and Mexico);
- Our Remote Working Charter which guarantees that you can find your balance between Onsite and Remote work;
- Dilitrust has been awarded the Happy at work label in 2021, 2022 and 2023!

More Info:

As part of its diversity policy, DiliTrust considers all applications, including those from people with disabilities, on an equal basis.

<https://choosemycompany.com/fr/avis-certifies/165296.dilitrust/salaries>

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