



Co-Founder / Head of Business Development (USA)

PactPortal – Contract Management SaaS for SMEs

We are an early-stage SaaS company with a fully developed contract management platform. We're seeking a U.S.-based co-founder who can lead business development and take ownership of our go-to-market strategy.

What We Offer

- **8% equity** (4-year vesting, 1-year cliff)
- **Commission-only runway** with strong upside:
 - 100% of first \$7,500 ARR/month
 - 20% commission on ARR above that
- Zero bureaucracy, high autonomy, no ceiling
- Work directly with founder on strategy and product direction

What You Bring

- Proven ability to sell SaaS to SMEs (or mid-market)
- Comfortable in zero-salary, high-upside environments
- Experience building sales processes from scratch
- Ability to execute outbound and inbound sales
- Existing network in SME/tech ecosystem is a plus

Responsibilities

- Build the U.S. pipeline from zero
- Close early customers
- Help further develop sales playbook and GTM strategy
- Set up partnerships and reseller relationships
- Help shape product roadmap based on customer needs

If you want the upside of a co-founder with the thrill of building GTM from the ground up, let's talk.

Location can be anywhere in the USA.