

VP Sales & Business Development (f/m/d)

About Us

Based in Berlin, Rulemapping Solutions stands for innovation at the intersection of law and technology. Our mission is to simplify, accelerate, and make complex bureaucratic processes transparent for everyone. With our unique Rulemapping methodology and Rule AI, we develop solutions that reduce bureaucratic burdens for companies, make legal access easier for individuals, and enable a new way of thinking about public administration.

Supported by the Federal Agency for Disruptive Innovation (SPRIND), we are shaping the standard for the digitalization and automation of rule-based decision-making processes.

Together with you, we want to drive this vision forward and revolutionize the world of rules and laws!

Rulemapping Solutions GmbH is the operational subsidiary of the Rulemapping Group.

Your Responsibilities

- Lead and develop a team of Business Development and Key Account Managers with a focus on sales success, performance, strategic client growth, and a strong team culture.
- Develop and execute the sales strategy for both the public and private sectors to scale our Rulemapping portfolio.
- Manage all sales and business development activities – from acquiring new clients to expanding strategic customer relationships and building a scalable partner network.
- Establish and maintain a sustainable partner ecosystem (resellers, distributors, integrators) to open new sales channels and accelerate growth.
- Design and implement go-to-market strategies, including planning and representing the company at conferences and trade fairs.
- Develop and monitor relevant sales KPIs and forecasts to strategically steer all sales activities.
- Collaborate effectively with the Delivery & Operations, Product & Tech, Marketing teams, and the executive leadership to create customer-centric solutions and market-driven positioning.
- Represent leadership professionally within the team and contribute to overall company strategy and processes.

Your Profile

- Several years of leadership experience in sales, business development, or key account management – ideally in a SaaS or tech-driven environment.

- Proven track record in building and scaling high-performing sales organizations and establishing strategic partnerships.
- Deep understanding of digital business models, the specifics of public sector clients, and the interplay between technology, organization, and sales.
- Experience and a strong network in the Legal Tech or Public Sector space is a plus.
- Strong leadership skills, excellent communication abilities, and confident negotiation at the executive level.
- Strategic and analytical thinker with a strong focus on results and closing deals.
- Familiarity with agile methodologies, modern CRM systems, and data-driven sales management.
- Excellent German and English skills (C1 level or higher).

What We Offer

- A central role in the growth and evolution of a dynamic GovTech company.
- Flexible working models and a modern corporate culture.
- Central office in Berlin-Mitte.
- Innovative projects and career development opportunities.
- A dynamic team with plenty of room to shape and contribute your own ideas.
- Attractive compensation package.

Are you ready to become part of an innovative team and help shape the future? Don't wait – apply now! Send your application documents to jobs@rulemapping.com.

We look forward to meeting you and achieving great things together!