

The Legal-Tech Jobs Taxonomy

Every role, salary band and skill that sits inside the AI-native legal economy — organized into seven tracks lawyers can move into. Published by Reframe Lawyer.

#	Track	Salary band	Roles
01	Legal Engineering	\$140–200k	4
02	Legal Product	\$130–210k	4
03	Legal Operations	\$110–160k	4
04	Legal AI & Data	\$100–145k	4
05	GTM / Revenue	\$90–175k OTE	4
06	Implementation & Consulting	\$85–175k	4
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Legal Engineering

Build the systems lawyers run on.

Translate legal rules and workflows into automated systems, integrations and low-code tooling.

SALARY RANGE	\$140–200k
WHO FITS	Lawyers who already tinker with no-code, scripting or document automation.
CORE SKILLS	Workflow automation · API integrations · Document assembly · Low-code platforms · Process design · Solution architecture
TOOLS	Zapier · Make · n8n · Airtable · Bryter · Josef · Postman · GitHub

ROLES IN THIS TRACK

Legal Engineer	Mid	\$140–180k
Designs and builds automated legal workflows end-to-end.		
Solutions Architect (Legal)	Senior	\$170–210k
Owns reference architecture for enterprise deployments.		
Document Automation Specialist	Mid	\$110–145k
Owns the contract & template assembly stack.		
Workflow Automation Lead	Senior	\$130–170k
Runs cross-functional automation programs inside legal.		

Legal Product

Own what gets built.

Roadmap ownership, discovery and AI product strategy across CLM, eDiscovery, IP, practice management and legal AI.

SALARY RANGE	\$130–210k
WHO FITS	Lawyers with strong written communication and product instinct.
CORE SKILLS	Discovery & user research · Roadmap & prioritization · Spec writing · AI product strategy · Pricing & packaging · Cross-functional leadership
TOOLS	Linear · Jira · Productboard · Figma · Notion · Amplitude · Mixpanel

ROLES IN THIS TRACK

Associate Product Manager (Legal) First PM hire on a legal-tech squad.	Entry	\$110–140k
Product Manager – CLM / eDiscovery / IP Owns a product line within a legal-tech vendor.	Mid	\$140–180k
Senior PM – Legal AI Leads AI feature strategy for a legal product.	Senior	\$170–210k
Director / Head of Product Owns the full product portfolio.	Leadership	\$210–280k

Legal Operations

Run legal like a business.

Workflow optimization, vendor management, tech-stack ownership and metrics for in-house legal teams.

SALARY RANGE	\$110–160k
WHO FITS	In-house lawyers and senior paralegals who like running programs and owning numbers.
CORE SKILLS	Process optimization · Vendor & spend management · Legal tech stack ownership · Reporting & metrics · Knowledge management · Change management
TOOLS	SimpleLegal · Brightflag · Ironclad · Notion · Asana · Smartsheet · Power BI

ROLES IN THIS TRACK

Legal Operations Analyst Supports reporting, intake and tooling.	Entry	\$85–115k
Legal Operations Manager Owns systems, vendors and process for the legal team.	Mid	\$120–160k
Director of Legal Operations Strategic operator across legal department.	Senior	\$160–220k
Head of Legal Ops / COO of Legal Runs legal as a fully operational function.	Leadership	\$220–300k

Legal AI & Data

Make legal data make sense.

GenAI tooling, prompt engineering, analytics and BI for legal — the fastest-growing track in the taxonomy.

SALARY RANGE	\$100–145k
WHO FITS	Lawyers with quantitative chops and curiosity about LLMs.
CORE SKILLS	Prompt engineering · LLM workflow design · Data analysis (SQL / Python) · BI dashboards · Evaluation & QA · Data governance
TOOLS	OpenAI · Anthropic · LangChain · Harvey · Hebbia · Power BI · Tableau · Sigma · Python

ROLES IN THIS TRACK

Legal AI Specialist	Mid	\$100–135k
Owns GenAI tooling and prompts inside a legal team or vendor.		
Prompt Engineer (Legal)	Mid	\$110–150k
Designs and evaluates prompts and LLM pipelines.		
Legal Data Analyst	Entry	\$85–120k
Contract analytics, litigation metrics, dashboards.		
Senior Legal AI / Data Lead	Senior	\$140–180k
Leads a legal AI / data function.		

GTM / Revenue

Sell into legal — credibly.

Enterprise SaaS sales, customer success and marketing tailored for law-firm and corporate-legal buyers.

SALARY RANGE	\$90–175k OTE
WHO FITS	Lawyers who like talking to people and want uncapped earning tied to outcomes.
CORE SKILLS	Enterprise SaaS sales · Discovery & qualification · Security & procurement reviews · Customer success · Content & thought leadership · Pipeline management
TOOLS	Salesforce · HubSpot · Outreach · Gong · LinkedIn Sales Navigator · Apollo

ROLES IN THIS TRACK

SDR / BDR (Legal SaaS) Pipeline generation into legal teams.	Entry	\$70–110k OTE
Account Executive – Legal Closes mid-market and enterprise legal deals.	Mid	\$130–220k OTE
Customer Success Manager (Legal) Owns adoption and renewal in legal accounts.	Mid	\$110–160k
Head of Sales / GTM Owns full GTM motion.	Leadership	\$220–350k OTE

Implementation & Consulting

Land the deal, then make it work.

Client onboarding, configuration and change management for legal-tech vendors and consultancies.

SALARY RANGE	\$85–175k
WHO FITS	Lawyers who like client work and shipping outcomes inside complex legal organizations.
CORE SKILLS	Implementation & onboarding · Configuration · Change management · Stakeholder management · Project management · Training & enablement
TOOLS	Asana · Monday · Jira · Notion · Looker · Confluence

ROLES IN THIS TRACK

Implementation Consultant Onboards new customers onto a legal-tech platform.	Mid	\$95–135k
Solutions Engineer (Legal) Pre-sales technical partner for legal SaaS.	Mid	\$130–175k
Senior Consultant / Manager Leads complex deployments and small teams.	Senior	\$140–200k
Practice Lead Owns a vertical or service line.	Leadership	\$200–260k

Career Foundations

Pick a lane. Build the skills. Land the role.

The Reframe career layer that sits across every track — positioning, skill-building and interview execution.

SALARY RANGE	Cross-track
WHO FITS	Any lawyer at the start of a transition.
CORE SKILLS	Career positioning · Narrative & resume · Skill mapping · Interview execution · Networking · Negotiation
TOOLS	LinkedIn · Notion · Loom

ROLES IN THIS TRACK

Picking Your Lane Map all 6 tracks to your skills and goals.	Entry	Course
Accelerate Skills Build product, sales, growth and brand skills.	Mid	Course
Master Your Interview 8-step interview framework + private coaching.	Mid	Course

Use the taxonomy

This taxonomy powers the Reframe Lawyer career programs — Picking Your Lane, Accelerate Skills and Master Your Interview — and the live job board at reframe.lawyer/jobs.

Explore live: reframe.lawyer/resources/job-taxonomy

Visual map: reframe.lawyer/resources/career-tracks

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