Position: Account Executive (Sales)

Location: Tysons Corner, VA; Denver, CO; or Remote
Reports to: Sales Director
Start Date: Immediately

Be part of the team at boodleAI, a rapidly growing, VC-backed SaaS leader in AI-powered people-focused predictive analytics. Our product allows our commercial and nonprofit customers to find the best prospects and achieve their mission faster. We are looking for exceptional talent who want to be part of a passionate team.

Please reach out to us at careers@boodle.ai and send a copy of your resume.

About the boodleAI Sales Team:

- We are responsible for continued new business growth across the sales lifecycle.
- We value building relationships with our customers by understanding their unique goals and demonstrating how boodleAI's platform provides value specific to their business.
- We are dedicated to every potential customer's success, and we address challenges quickly and creatively with the utmost integrity.
- We are a data-driven organization that applies industry best practices to the sales process.
- We are very close as a company—we work together, we have fun together, and we value each other's ideas and input.

What you'll do:

- **Drive Product Sales and Deliver Key Outcomes:** You will cultivate a sales pipeline through a mix of proactive prospecting and the development of qualified inbound opportunities. This will be achieved via phone, email, social media, etc. This central responsibility will lead to identifying growth opportunities and revenue, which is a key success measure for the Sales Team.
- **Execute a Dynamic Sales Process:** You will implement a streamlined sales process that is data-driven and leverages technology. This will require a high degree of sales professionalism, speed, and superb CRM hygiene. You will be an advocate for new customer accounts and work independently and across the organization to communicate opportunities that align interests and deliver value to the customer.
- **Achieve Goals**: Your day-to-day will include researching opportunities, analyzing initiatives, and developing the plan to achieve individual and sales team goals. As the AE, you will own the opportunity and be responsible for its success.

What we're looking for:

We are looking to add to our growing sales team. The ideal candidate will have 1-3 years of relevant experience, is highly motivated, and exhibits a sincere customer-centric attitude. This role will be an integral part of the sales process, driving new customer engagement and sales growth.

A successful Account Executive will demonstrate a strong willingness to learn and apply a consultative sales approach. It is expected that the AE is comfortable discussing common data/analytics terminology, uses, and methods with a diverse customer base. Although not required, experience selling a data-based or an analytic product is valuable.

Ask yourself:

- Do you enjoy critical thinking and problem solving?
- Are you process and data-driven?
- Are you an energetic leader who emphasizes teamwork?
- Are you an active listener who can demonstrate empathy?
- Do you express enthusiasm and genuine passion for your work?
- Are you professionally persistent, always striving to surpass goals?
- Lastly, are you fearless and able to take calculated risks head on?

If you answered yes to these questions, please reach out to us at careers@boodle.ai and send a copy of your resume.

boodleAI is an equal opportunity employer. We celebrate diversity in our workplace, and all qualified applicants will receive consideration for employment without regard to age, ancestry, color, family or medical care leave, gender identity or expression, genetic information, marital status, medical condition, national origin, physical or mental disability, political affiliation, protected veteran status, race, religion, sex (including pregnancy), sexual orientation, or other legally protected characteristics.