



Sales Development Representative (SDR)

Location: Tysons Corner, VA; Denver, CO; or Remote
Reports to: VP of Sales
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 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 software 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 Customer Engagement and Deliver Key Outcomes:** You will take ownership of your target customer accounts and provide an exceptional customer experience to expand the sales pipeline. 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. You will be an advocate for your accounts and work with the Sales Team to communicate opportunities to align interests and delivers 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. This is a highly customer facing role, and importantly, you will have the

independence to execute the plan for customer engagement and then review the results for effectiveness and efficiency.

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 SDR will demonstrate a strong willingness to learn and apply a consultative sales approach.

- Do you enjoy critical thinking and problem solving?
- Are you curious and enjoy learning new skills?
- Do you consider active listening to be among your great communication skills?
- Do you express enthusiasm and genuine passion for your work?
- Are you process-driven and professionally persistent?
- Do you value building relationships?
- Lastly, are you fearless and can 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.

What we offer:

- Competitive compensation, health and retirement benefits, and flexible PTO.
- Growth and advancement opportunities
- An exciting work environment with a culture that values creativity, integrity, and passion for delivering an awesome customer experience.
- Boundless executive support that values teamwork and training.

Learn more at <https://boodle.ai>.

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.