



## Sales Director

**Location:** Tysons Corner, VA; Denver, CO; or Remote

**Reports to:** Chief Executive Officer

**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](mailto: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 Business Growth and Deliver Key Outcomes:** You will take ownership of the sales team for all commercial and nonprofit accounts and provide exceptional sales leadership and guidance, promoting the value of the platform with our customers. You will lead revenue creation and identify growth opportunities for the organization.
- **Structure and Streamline the Sales Process:** We strive to delight 100% of boodleAI customers, starting with the sales experience. You will seek out opportunities for continuous learning and improvement. You will identify evolving best practices in our industry and establish an efficient and effective sales process.
- **Captain a World Class Sales Team:** You will identify, recruit, and motivate top sales talent to meet organizational goals. You will leverage data-driven analysis to quantify, measure, and track the team's performance. You will support the team with continuous professional guidance. You will also lead by example with a high degree of accountability.

- **Vocal Advocate:** You will advocate for your teams' accounts and will work cross-functionally within the organization to communicate opportunities and align interests to deliver value specific to your accounts' business needs.
- **Achieve Goals:** You are encouraged to be innovative, challenge the norms, and do whatever it takes to achieve our team and individual goals.

### **What we're looking for:**

We are looking to hire a strong leader to manage our growing sales team. This role requires a candidate who wants to act as a "player/coach/innovator" doing 50% management and 50% hands-on customer-facing work, iterating and innovating throughout. As an integral part of the executive team, the Sales Director will be a thought leader who is able to develop and execute winning strategies that directly impact the organization's success.

The ideal candidate will have a proven track record as a sales leader with 5+ years of relevant sales managerial experience. Knowledge of data science, machine learning, and/or predictive analytics is a big bonus. 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](mailto: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.