

SDR Manager (San Francisco, California - Marketing / GTM)

As an early leader on Ivo's go-to-market team, the SDR Manager will build a world-class prospecting function and help shape our sales motion.

Role overview

- * Hire, train and lead a high-performing Sales Development Representative (SDR) team to meet and exceed pipeline targets.
- * Develop and optimize outbound sequences, messaging and tools in partnership with Marketing and Sales.
- * Oversee inbound lead management and ensure clear qualification standards and timely responses.
- * Implement metrics and dashboards to track SDR performance, activity levels and conversion rates.
- * Drive performance through coaching, goal setting and trend analysis.
- * Collaborate with Account Executives to ensure a seamless hand-off of qualified opportunities.
- * Represent Ivo at events; build authentic relationships and convert conversations into opportunities.
- * Experiment with new channels (video, social selling, AI tools) to improve engagement rates.
- * Build a culture of accountability and motivation; celebrate wins and learn from losses.

What we're looking for

- * 3-6+ years experience in B2B SaaS sales with 2+ years in SDR management or team lead roles.
- * Proven ability to build and lead teams that consistently meet/exceed goals.
- * Excellent communication skills and passion for coaching and developing early-career talent.
- * Strong understanding of sales funnels, pipeline metrics and CRM hygiene (HubSpot/Salesforce).
- * Data-driven and operationally strong.
- * Player-coach mentality; willing to roll up your sleeves.
- * Excited about legal tech or productivity software.

Benefits

- * Competitive compensation; relocation/visa support; comprehensive benefits; unlimited PTO and on-site extras.
- * In-person role in San Francisco.