

Sales Development Representative (San Francisco, California - Sales)

Ivo needs an ambitious and energetic SDR to book demos and generate new business.

Role overview

- * Lead generation: identify, research and qualify potential clients, focusing on legal tech and enterprise sectors.
- * Prospecting: reach out to leads via calls, emails and other channels to build a sales pipeline for Account Executives.
- * Initial engagement: conduct discovery conversations to understand client needs and convey Ivo's value proposition.
- * Collaboration: work closely with sales and marketing to refine outreach and ensure consistent messaging.
- * Market insight: stay informed about industry trends, competitor offerings and client pain points.

Qualifications

- * Bachelor's degree and either a recent graduate or 1 year of SDR/BDR experience.
- * Strong interpersonal and communication skills; confidence in outreach.
- * Self-driven and goal-oriented; eager to learn technology, AI and legal tech.
- * Do-what-it-takes attitude, resourcefulness and urgency; startup experience preferred.

Compensation & benefits

- * OTE range roughly \$90K-\$120K plus equity.
- * Relocation/visa support; comprehensive medical benefits; unlimited PTO; on-site perks.
- * In-person role in San Francisco.