

Senior Sales Development Representative (San Francisco, California - Sales)

The Senior SDR builds pipeline and books demos but brings greater experience and independence.

Role overview

- * Lead generation, prospecting and initial engagement, with a focus on legal tech and enterprise sectors.
- * Collaborate with sales and marketing to refine outreach and ensure a consistent message.
- * Gather market insights and convey Ivo's value to prospects.
- * Mentor junior SDRs and help shape prospecting best practices.

Qualifications

- * 2+ years experience as a SDR/BDR.
- * Strong interpersonal and communication skills; self-driven and goal-oriented.
- * Quick learner with interest in technology, AI and legal tech.
- * Do-what-it-takes attitude, resourcefulness and urgency; startup experience preferred.

Compensation & benefits

- * OTE range roughly \$100K-\$120K plus equity.
- * Relocation/visa support; comprehensive medical/dental/vision; unlimited PTO; on-site perks.
- * In-person role in San Francisco.