

Job Title:

Sales Development Representative

Reports To:

Product Marketing Manager

Job Location:

Remote: Anywhere in U.S. with travel as needed (up to 15%).

Job Type:

Full-Time/Exempt with Benefits or Full-Time Contractor

Kickstart Your Career in Tech Sales & Marketing With AiRISTA!

AiRISTA, the global leader in Real-Time Location Systems (RTLS) and IoT-driven solutions, is looking for a **Sales Development Representative (SDR)** to fuel our growth. This isn't a typical SDR role—you'll sit at the intersection of sales and marketing, working directly with our marketing team to turn campaigns into pipeline and shape the voice of our outreach.

What You'll Be Doing

- Be on the front lines of our sales pipeline, identifying and qualifying new opportunities.
- Prospect into target accounts using phone, email, LinkedIn, and creative outreach.
- Follow up on warm leads generated by marketing campaigns, events, and digital programs.
- Collaborate with marketing to test messaging, refine prospecting sequences, and share insights on what resonates.
- Provide real-time feedback on lead quality and campaign effectiveness to shape future strategy.
- Partner with sales management to hand off qualified opportunities and set them up for success.
- Support trade shows, webinars, and other marketing activities with pre- and post-event outreach.
- Use modern sales + marketing tech stacks (SFDC, HubSpot, 6sense) to stay data-driven.
- Book discovery meetings for sales management to advance and close.

Who We're Looking For

- You're not afraid to pick up the phone and create new opportunities.
- You thrive in a fast-moving environment, balancing multiple priorities with energy and focus.
- Curious about both sales and marketing—wants to see how campaigns and pipeline connect.
- You're a strategic thinker—curious, coachable, and always looking to get better.
- Comfortable working in a fast-paced, high-activity environment.
- Bonus points if you've done cold calling, worked in SaaS/IoT, or used modern sales tech.

Qualifications

- 1–3 years of inside sales, SDR, BDR, or telemarketing experience preferred.
- Familiar with Salesforce, HubSpot, 6sense, or similar.
- Prior experience in technology, SaaS, IoT, or healthcare solutions is a plus.
- Strong interest in technology and how it drives business outcomes.
- Bachelor's degree preferred.
- Ability to travel up to 15%.

Why Join AiRISTA?

- Competitive salary, benefits, and growth opportunities.
- Training, coaching, and mentorship from experienced sales leaders.
- A fun, collaborative, modern sales culture built on curiosity and innovation.
- The chance to make a real impact—our solutions improve safety, efficiency, and patient care every day.
- Be part of a high-growth company defining the future of IoT in healthcare and enterprise

At AiRISTA, we don't just sell software—we're shaping the future of connected healthcare and enterprise operations. If you're driven, passionate, and ready to build a career in sales, we want you on our team.