

Addlly AI: Hiring For Business Development Team

Sales Development Representative (SDR)

Location: Remote (Philippines, Indonesia, or Malaysia preferred)

Experience: 3–4 years in Sales / Business Development

Type: Full-time

Expected Joining Date: Immediate

About Addlly AI

Addlly AI builds **AI Marketing Content Agents** that act like a virtual marketing team for enterprises. Our agents are trained on a brand's products, tone, and guidelines; they learn from market signals in real time; and they automate end-to-end content workflows across blogs, social, email, ads, and PR. We specialize in **Generative Engine Optimization (GEO)** helping brands get **cited by AI search engines** like ChatGPT, Perplexity, Gemini, Claude, and Grok.

Trusted by leading brands and backed by **Microsoft, AWS, NVIDIA, and IMDA**, Addlly AI delivers secure, enterprise-grade workflows, multi-language localization (strong in Asian markets), and measurable impact: faster production, lower costs, and higher AI-search visibility. We work with global enterprises and leading agencies, empowering teams to automate content creation, optimize AI visibility, and drive measurable business impact. We are a pre-seed funded startup.

Role Overview

We're looking for a **Sales Development Representative (SDR)** who's passionate about sales, proactive in outreach, and driven by results. You'll manage inbound leads, create outbound strategies, and build meaningful relationships that convert to opportunities.

This role is ideal for someone who loves sales, thrives on ownership, and can turn ideas into action.

Key Responsibilities

- Handle and qualify **all inbound leads** from marketing campaigns and demo requests.

- Execute **follow-up sequences** via email, LinkedIn, and phone calls.
- Develop and run **outbound campaigns** targeting key markets and ICPs.
- Maintain detailed records in **HubSpot Sales Hub**, ensuring all pipelines, sequences, and reports are updated daily.
- Prepare and present **weekly outreach and conversion reports**.
- Collaborate with the marketing team to refine lead flow and campaign performance.
- **Represent Addlly AI** at key industry and sales events when required (occasional travel).

Skills & Requirements

- **3–4 years** of experience in Sales or Business Development (preferably B2B SaaS or marketing tech).
- **HubSpot Sales Hub Expert** — confident in workflows, sequences, reporting, and CRM automation. Able to use tools like **Lusha and Sales Navigator**.
- Excellent written and verbal communication skills in English.
- Strong prospecting, qualification, and relationship-building skills.
- **Proactive, accountable, and goal-driven** with a can-do attitude.
- Comfortable working independently in a remote setup.
- Based in **Philippines, Indonesia, or Malaysia** (or within similar time zones).

How We Measure Success

- **Qualified Outbound** leads sourced per week.
- **Response rate** from outbound sequences.
- On time delivery of assets / milestones.
- Maintaining trackable database of leads in **Hubspot**

Why Join Addlly?

- Be part of a fast-growing AI company recognized by **IMDA, Microsoft, and AWS**.
- Compensation will be as per industry standards with focus on **incentive based structure**. Attractive performance based incentives after review
- Collaborate with a dynamic leadership team shaping the future of AI marketing.
- Opportunity to **build Addlly's outbound engine** and take ownership of growth.
- Faster career growth in a flat organizational structure

How to Apply and Process Details

Send your CV to **hr@addlly.ai** with the subject line: **“BD Remote Application – [Your Name]”**
You may include a short note on why you’re interested in Agentic AI, business development, or joining a high-growth startup like Addlly.

Process: Shortlisted candidates will be notified within 7-10days. This will be followed by interviews with team leads and management. There might be an optional short assignment which will take no more than 30 mins of your time. Final decision will be arrived at within 3 weeks. We would expect successful candidate to start in mid late December.

EEO and Data Notice

Addlly AI is an equal-opportunity employer.
Personal data will be used for recruitment purposes only.
