



Position: Sales Development Representative– AI-Driven Growth

Company: Liquid, Inc.

Work Location: Westminster, CO (on-site, full-time)

Who We Are

Liquid is doing for AI infrastructure what VMware did for x86 servers, bringing the agility of the cloud to the on-prem datacenter to dynamically allocate and share GPUs, memory, and other resources. This functionality is critical in running AI and advanced-data workloads in production (a.k.a. Inference). Liquid Matrix software enables global organizations to accelerate the adoption of AI, HPC and VDI by unlocking the bottleneck of GPU utilization and availability through dynamic pooling and sharing of AI resources for higher performance with less total cost, less power, and less hardware.

About the Role

Liquid is transforming how organizations build and scale high-performance infrastructure — and we're looking for a **Sales Development Representative– AI-Driven Growth** who's excited to be on the front lines of that growth. In this role, you'll use **AI-powered sales tools**, intelligent insights, and modern outbound strategies to identify opportunities, engage decision-makers, and fuel our revenue engine. You'll collaborate closely with Sales and Marketing, learn cutting-edge prospecting techniques, and help shape how Liquid engages the market. If you're driven, curious, and energized by the future of AI-enabled selling, this is a place where you'll grow quickly and make a real impact.

Key Responsibilities

- **Drive AI-powered pipeline creation** — Use advanced sales intelligence and automation tools to uncover high-value opportunities.
- **Research and prioritize target accounts** — Identify buying signals, map stakeholders, and focus outreach where it matters most.
- **Run personalized multi-channel outreach** — Engage prospects through email, phone, LinkedIn, and other channels with tailored messaging.
- **Collaborate with Marketing** — Support ABM initiatives, lead scoring, nurture programs, and campaign execution.
- **Qualify prospects and book meetings** — Conduct discovery conversations and schedule high-quality meetings for Account Executives.
- **Maintain CRM excellence** — Keep Salesforce data clean and use analytics to improve conversion rates.



- **Leverage automation for scale** — Use AI to increase productivity, improve targeting, and accelerate lead generation.
- **Stay current on emerging tech** — Build fluency in AI, cloud, HPC, and data-center technologies.

What You Bring

- Bachelor's Degree
- Ability to work **onsite 5 days/week** in Westminster, CO
- Experience with **AI-driven sales enablement platforms**
- Salesforce CRM experience (preferred)
- Strong written and verbal communication skills
- Highly organized, self-motivated, and results-oriented
- Interest in enterprise technology, AI infrastructure, cloud, HPC, or data-center markets

Join Us

Embrace the opportunity to be part of a dynamic team, driving innovation in a thriving industry. Apply now to shape the future of IT infrastructure with Liquid. We look forward to receiving your application and exploring how you can contribute to Liquid's growth.

Compensation and Benefits

- Base compensation range: \$60,000-\$70,000/year depending on experience with up to 10K bonus potential
- Generous Medical/Dental/Vision/Life/Disability benefits package
- 401K
- Unlimited PTO
- Paid Company Holidays
- Cell phone stipend
- Free daily lunches provided in the office
- Flexible, casual work environment

Liquid is committed to a diverse and inclusive workplace. Liquid provides equal employment opportunities to all employees and applicants for employment and prohibits discrimination and harassment of any type without regard to race, color, religion, age, sex, national origin, disability status, genetics, protected veteran status, sexual orientation, gender identity or expression, or any other characteristic protected by federal, state, or local laws.

This policy applies to all terms and conditions of employment, including recruiting, hiring, placement, promotion, termination, layoff, recall, transfer, leaves of absence, compensation, and training.