Position: Sales Development Representative

Location: Washington DC area

Contact: careers@theoutpost.com

Join The Outpost as a Sales Development Representative (SDR) and Help Us Transform the Future of Government Tech!

Are you ready to work in a high-impact environment where your efforts can make a tangible difference? At The Outpost, you won't just be part of a team—you'll shape the future of startups as they scale from $0 to $30M+ in government revenue.

This in-person role is based in our vibrant **Alexandria, VA** office.

Who We Are

At The Outpost, we're not your average consulting firm—we're the ultimate launchpad for startups looking to break into federal markets. As a boutique advisory and technology accelerator, we're passionate about driving innovation at the intersection of **Technology**, **National Security**, and **Capital**.

Our **mighty team of 25** is small enough to value every voice but bold enough to make waves in the industry. Together, we're tackling urgent challenges, making lasting impacts, and having fun while doing it.

What You'll Do

As a **Sales Development Representative**, you'll be at the **engine of our growth**, driving new opportunities and building meaningful client relationships. Your mission will be to connect game-changing startups to The Outpost—and ensure our sales processes run like a well-oiled machine.

Here's a peek at your exciting responsibilities:

- **Own the Pipeline**: Manage our sales funnel like a pro—from prospecting to client engagement.
- **Outreach Mastery**: Run strategic LinkedIn and email campaigns that dazzle potential clients.
- **Client Liaison Extraordinaire**: Create smooth client handoffs and keep them coming back for more.
- **Super Organizer**: Juggle tasks, set priorities, and keep the sales team laser-focused on results.

- **Tech Whiz**: Rock tools like ClickUp, Apollo, and Hubspot to streamline everything from lead gen to project tracking.

What Makes You a Great Fit

You're not just looking for another job; you're looking for a place where you can thrive, lead, and WIN.

Must-Have Skills:

- 2+ years in lead generation or sales development.
- Networking ninja with stellar interpersonal and communication skills.
- Fearless attitude—whether cold calling, messaging, or diving into new challenges.
- Hyper-organized with the ability to manage multiple priorities like a champ.

Bonus Points If You:

- Have experience working with defense contractors or the DoD.
- Are familiar with tools like Dripify, Hubspot, and ClickUp.
- Understand the federal contracting process and enterprise/government sales cycles.

Why The Outpost?

- **Immediate Impact**: Your ideas matter here, and you'll see the results of your efforts every day.
- **Collaborative Team**: Work alongside some of the most brilliant and driven professionals in the business.
- **Growth Opportunities**: We don't just scale startups; we scale our team members, too.
- **Mission-Driven Culture**: Our ethos is simple: **Do Good and Make Money.**

We're on a mission to bring the best tech to the government faster—and we need driven, dynamic individuals to join us in making that a reality.

Ready to Join Us?

If you're ready to jumpstart your career and make waves in a role where your hustle meets purpose, we want to hear from you!

Check us out 👉 www.theoutpost.com

Apply today and be part of something extraordinary.