

# Blue Voice

## Business Development Representative

### Job Description



#### Company Overview:

[Blue Voice](#) is an innovative startup in the AI and public safety space. Blue is a venture-capital backed software platform designed by police leaders, machine learning technologists, Harvard and Wharton MBAs, and veterans. Although founded in 2023, Blue is already used by Boston PD and over 100 other departments in 7 states. We are backed by [Signalfire](#) and [LOVC](#).

We developed Blue Voice to help reduce mistakes, save time, improve community interactions, and foster a culture of continual learning. We ensure officers on the street have swift access to vital information to make informed decisions on law, policy, and more. First responders speak or type questions and our app finds and presents the best answers from department-approved documents.

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#### Position:

As a Business Development Rep for Blue Voice, you will report to the senior Business Development Manager and work closely with our Account Executive team. You will play a crucial role in the rapid growth of new AI technology that saves lives, reduces risk, and makes police operations more efficient. You'll be responsible for identifying, qualifying, and nurturing prospects to create a robust sales pipeline. As an early hire BDR, you will need to be a motivated self-starter who is passionate about helping police and building relationships within law enforcement networks. This role offers an excellent opportunity for career advancement.

#### Key Responsibilities:

- **Lead Generation & Prospecting.** Research and identify potential police department prospects. Utilize various channels including referrals, networking events, online research, and industry connections.
- **Outbound Outreach.** Execute strategic outbound campaigns via phone, email, and LinkedIn to engage decision-makers including Chiefs, command staff, and IT administrators at police departments.
- **Lead Qualification.** Conduct discovery calls to understand department needs, budget, decision-making process, and timeline. Qualify prospects based on fit, authority, need, and timeline (FANT).
- **Appointment Setting.** Schedule qualified meetings and product demonstrations for Account Executives with interested prospects.
- **CRM Management.** Maintain accurate and up-to-date records in the CRM system, tracking all prospect interactions, lead status, and pipeline progression.
- **Relationship Building.** Develop and nurture relationships with key contacts at target departments

to build long-term pipeline opportunities.

- **Market Research.** Research department structures, funding cycles, key initiatives, and contact information to support targeted outreach efforts.
- **Collaboration.** Work closely with Account Executives to ensure smooth handoff of qualified leads and provide ongoing prospect intelligence.
- **Process Improvement.** Contribute ideas and feedback to optimize lead generation processes and improve conversion rates.

### Basic Qualifications:

- Experience in sales, business development, or customer-facing roles (law enforcement industry experience preferred but not required)
- Bachelor's degree preferred or equivalent work experience
- Strong interest in learning about law enforcement operations and challenges
- Excellent written and verbal communication skills with ability to engage diverse audiences
- Experience with CRM systems and sales prospecting tools
- Comfortable making cold calls and conducting outbound prospecting activities

### Preferred Qualifications:

- Experience in B2B sales or business development, preferably in SaaS or technology
- Familiarity with law enforcement or public safety sector
- Network or connections within law enforcement community
- Experience with prospecting tools (LinkedIn Sales Navigator, ZoomInfo, etc.)
- Understanding of government procurement processes and funding sources

### Personality Traits:

- Outgoing and personable with strong relationship-building skills
- Persistent and resilient with ability to handle rejection positively
- Strong personal connection to or respect for first responders and their mission
- Highly organized and detail-oriented with excellent follow-up skills
- Coachable and eager to learn in a fast-paced startup environment
- Self-motivated with ability to work independently and manage time effectively
- Team player who collaborates well with Account Executives and other team members

### Benefits:

- Competitive base salary plus commission structure
- Clear path for promotion
- Exposure to VC-backed, cutting edge AI at a fast-growing startup
- Comprehensive training and mentorship program
- Flexible working hours with remote work options
- Comprehensive health benefits
- Opportunity to make a meaningful impact in public safety

For more information or to apply, please send your resume or LinkedIn to [admin@bluevoice.io](mailto:admin@bluevoice.io).

Blue Voice is an equal opportunity employer. We are committed to building a diverse and inclusive team and encourage applications from candidates of all backgrounds and experiences.