



**EggNest.ai**

1705 N 8th St.

Grand Junction, CO 81501

[+1 970-239-1480](tel:+19702391480)

## **EggNest.ai Business Development Representative**

**Greater Denver or Grand Junction, CO**

### **About EggNest.ai**

EggNest.ai is a human-led, AI-powered services partner helping organizations turn AI Workplace Platforms into a living, evolving capability, not just a deployed tool. We are a certified Glean partner, and we co-sell Glean software alongside our professional and managed services to ensure customers achieve real adoption, measurable ROI, and long-term value.

We work shoulder-to-shoulder with Glean's sales and customer success teams, operating as an extension of their go-to-market motion while owning implementation, enablement, and continuous optimization. Our team is built by operators who have scaled global services organizations, and we bring that discipline to enterprise AI.

As Glean specialists, we enable knowledge across systems and teams — turning ambition into measurable results. We're operators, not traditional consultants: real people, amplified by AI, delivering real results for our customers every day.

### **The Role**

As a **Business Development Representative at EggNest.ai**, you will partner closely with our Account Executives to find and engage new prospects that would be a great fit for Glean technology and our services. Your goal will be to generate qualified sales opportunities that will contribute to our revenue growth. We'll provide you with the tools, training and encouragement needed to engage effectively with prospective clients, uncover their unique challenges, and convey how Glean technology and Eggnest services can help solve them. This role must understand selling in partner and channel relationships.

### **What You Will Do & Achieve**

- Source and qualify net-new customers and expansion opportunities
- Generate new business pipeline through prospecting in the North American market
- Partner with Account Executives to identify and source net new pipeline and assist by researching lines of business
- Identify key decision makers within corporate accounts
- Gain interest from prospective customers through various communication channels
- Set up qualification calls with potential clients, work with AEs through the the evaluation process



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- Demonstrate attentive listening skills when understanding customer requirements and articulate how Glean and Eggnest Services can meet those needs better than other solutions
- Develop critical sales skills, such as participating in discovery calls, cold calling, objection handling, articulating and selling value, prioritization and time management, and more

## **Required Knowledge, Skills & Experience**

- 0–1 years of experience, preferably in a BD or prospecting role
- Bachelor's degree from a four-year university
- Ability to work well in a collaborative environment
- Excellent time management skills and ability to juggle multiple priorities
- Strong communication skills and ability to identify potential customer opportunities
- Passion and curiosity around technology with the ability to comprehend and articulate value points to customers
- The desire to work in a fast-paced, do-what-it-takes startup culture
- Familiarity with HubSpot or other sales enablement tools

## **Nice to Have:**

- Exposure to AI, knowledge management, automation, or digital workplace platforms

## **Work Location**

- **Must reside in Greater Denver or Grand Junction, Colorado.**
- **Hybrid work environment with remote and in-office/co-working space responsibilities.**
- The ability to collaborate across time zones and align with customer or partner schedules is required.

## **Compensation & Benefits**

- Competitive Salary
- Healthcare Benefits
- 401(k)
- Flexible time-off policy
- High-trust, transparent culture with significant growth opportunity

If you're energized by co-selling, thrive in partner-driven environments, and want to help enterprises move from AI licenses to real outcomes, EggNest.ai is the place to build.