Candidate Exercise: Architect an Agentic BDR Function

Context

Ambient.ai is exploring how to reimagine the Business Development Rep (BDR) role with AI agents. Your challenge: design and prototype an agentic workflow that could autonomously support GTM teams by researching accounts, prioritizing outreach, and generating personalized engagement.

Task

Using the provided mock datasets:
1. Ingest & unify data (accounts, contacts, engagement signals, trigger events)
2. Define agent roles (e.g., Prospector Agent, Scoring Agent, Personalization Agent, Coordinator Agent)
3. Prototype one or more agents to demonstrate:
   - Account scoring
   - Trigger event enrichment
   - Outreach message generation (email/LinkedIn)
4. Produce a final artifact (table, CSV, or JSON) showing top 3–5 accounts with recommended actions

Deliverables

- System Architecture: diagram or short write-up of your agentic design
- Prototype Code/Notebook: simple implementation of at least one agent
- Example Output: prioritized account list with sample outreach hooks

Mock Data Files

Use the provided dataset files:
- accounts_contacts.csv
- engagement_signals.csv
- trigger_events.json

Output Example

Account	Score	Trigger Event	Outreach Subject	LinkedIn Hook	Next Action

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