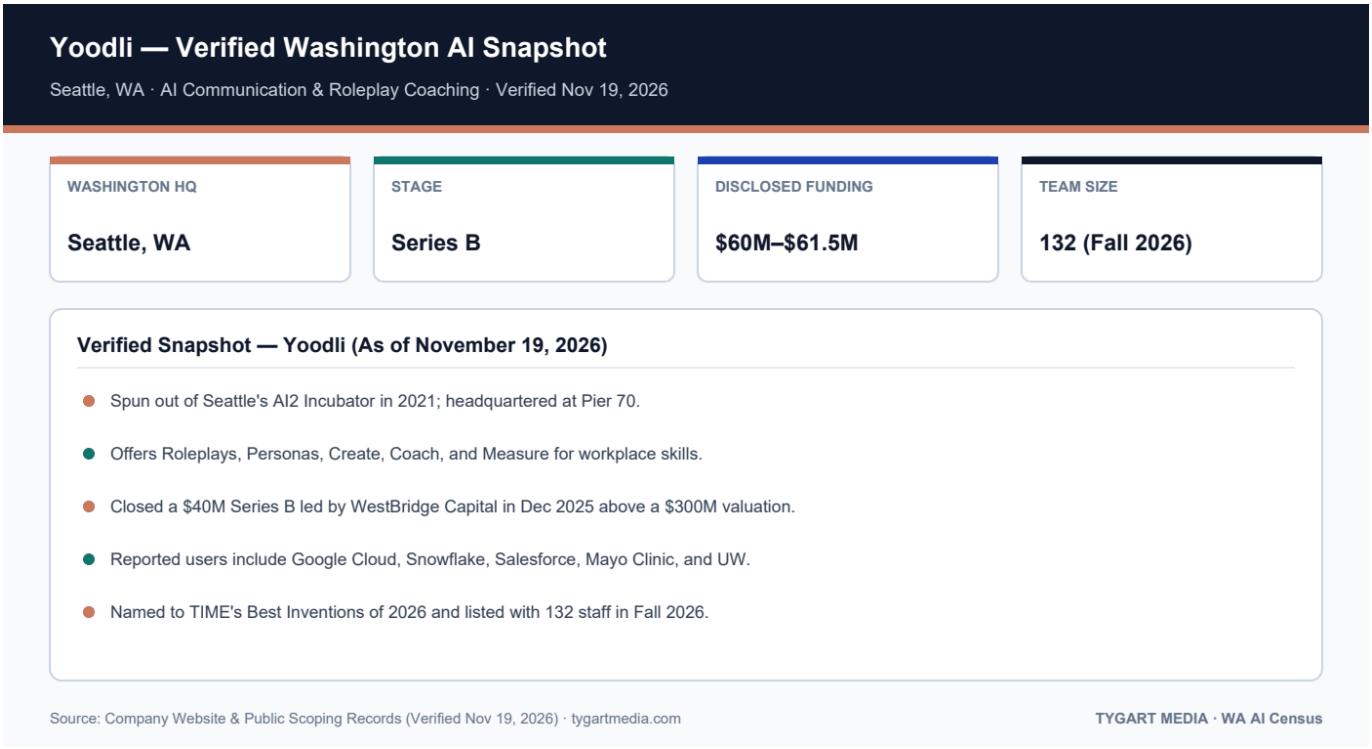
Yoodli: Seattle AI Profile — Product, Footprint & Verified Record

Verified: November 19, 2026 · Canonical URL: https://tygartmedia.com/yoodli-seattle-wa-ai-profile/

Verified Record Summary: Yoodli is an active, independent Seattle AI software company headquartered at Pier 70 on the waterfront with 132 employees on the Fall 2026 GeekWire 200. Spun out of Seattle's AI2 Incubator in 2021, Yoodli expanded from speech and sales pitch coaching into a broader enterprise AI roleplay, coaching, and skill-measurement suite in 2026. The company has raised $60M–$61.5M in disclosed funding, anchored by a $40M Series B in December 2025 at a valuation above $300M.



Field	Verified Record (As of Nov 19, 2026)
Company	Yoodli
Official Website	https://yoodli.ai/
Washington HQ	Seattle, WA (Pier 70 waterfront)
Other WA Footprint	Spun out of the Allen Institute for Artificial Intelligence (AI2) Incubator / AI House in Seattle
Founded	2021
Founders / Leadership	Varun Puri (Co-Founder & CEO); Esha Joshi (Co-Founder & CTO); Andy Larson (CFO); Josh Vitello (Head of Go-To-Market)
Stage	Series B
Announced Funding	$60M–$61.5M ($40M Series B in Dec 2025 at above $300M valuation after a $13.7M May 2025 Series A; GeekWire cites nearly $60M and Tracxn tracks ~$61.5M cumulative)
Team Size	132 (GeekWire 200, Fall 2026)
Primary Ecosystem Ties	AI2 Incubator / AI House spinout; Madrona, Cercano, and Ascend backing; GeekWire 200 (Fall 2026); 2025 & 2026 GeekWire Awards honoree/finalist; University of Washington user

What Yoodli Builds

Yoodli builds an enterprise training and coaching suite branded as 'The AI Platform for Human Skills' on the Yoodli official website. The platform is organized into five core modules: Yoodli Roleplays for simulated customer and workplace conversations, Yoodli Personas for interactive AI practice counterparts, Yoodli Create for prompt-generated learning journeys, Yoodli Coach for real-time in-the-flow-of-work guidance, and Yoodli Measure for tracking skill progress.

Initially known for AI speech feedback and sales pitch coaching, Yoodli broadened its scope in 2026—covered by GeekWire's profile of Yoodli's expansion—to cover wider workplace skill development, manager coaching, and employee AI tool adoption. The product integrates directly into enterprise communication and revenue stacks, including Zoom, Google Meet, Microsoft Teams, Slack, Salesforce, Gong, and major learning management systems.

Washington Footprint and Leadership

Yoodli is headquartered at Pier 70 on the Seattle waterfront and remains listed as an active independent portfolio company on the AI House (AI2 Incubator) companies page, reflecting its 2021 spinout from the Allen Institute for Artificial Intelligence incubator. The Fall 2026 GeekWire 200 index records 132 employees in Seattle.

Co-founders Varun Puri (CEO, formerly in special projects and product management at Alphabet's X Development) and Esha Joshi (CTO, formerly a product manager at Apple) launched the company out of AI2 and previously won Young Entrepreneur of the Year at the GeekWire Awards. As Yoodli scaled enterprise operations following its Series B—highlighted across Yoodli's about page and GeekWire Tech Moves coverage—the company added CFO Andy Larson and Head of Go-To-Market Josh Vitello, a former Tableau and Salesforce leader.

Products, Users, and Public Traction

On yoodli.ai, Yoodli states that more than 1 million people have trained on its platform and cites enterprise deployments including over 15,000 sellers certified at Google Cloud and 1,215 manager hours saved per quarter at Snowflake. Named customers, partners, and users across company materials and regional reporting include Google Cloud, Snowflake, Salesforce, ServiceNow, Mayo Clinic, RingCentral, Harness, Loopio, Clari, SAP, WEKA, Databricks, LAK Group, MTW, and the University of Washington.

External validation grew alongside enterprise adoption through 2025 and 2026. Yoodli was named to TIME's Best Inventions of 2026 list—reported by GeekWire alongside Seattle-area peers OneCourt and Tin Can—included in the 2026 Gartner Market Overview for B2B Sales AI Role-Play Applications report as noted on Yoodli's press page, and recognized as a GeekWire Awards Startup of the Year finalist in 2025 and honoree/finalist in 2026.

Funding, Stage, and Place in Washington's AI Landscape

Yoodli raised two substantial institutional rounds in 2025: a $13.7 million Series A in May 2025 followed by a $40 million Series B in December 2025 led by WestBridge Capital at a valuation above $300 million, alongside reported 900% revenue growth, per GeekWire reporting. GeekWire cites nearly $60 million in total funding raised, while secondary tracker Tracxn tallies roughly $61.5 million across pre-seed, seed, Series A, and Series B financings—placing verified total capital in the $60M–$61.5M range.

Its cap table is anchored deeply in Pacific Northwest venture capital alongside national growth backers, including WestBridge Capital, Madrona Venture Group, Neotribe Ventures, Cercano Management, Ascend, AI2 Incubator, and J4 Ventures. In Seattle's broader AI cluster, Yoodli stands out as one of the highest-headcount AI2 Incubator spinouts commercializing applied workplace communication and training software alongside peers like Textio and Read.AI.

Verified Primary Sources & Official References

- Yoodli Official Website: https://yoodli.ai/
- Yoodli Press Page: https://yoodli.ai/press
- AI House (AI2 Incubator) Companies: https://aihouse.vc/incubator/companies
- GeekWire: Yoodli's Next Act (2026): https://www.geekwire.com/2026/yoodlis-next-act-ai-that-can-teach-workers-almost-any-job-skill/
- GeekWire: Seattle Startups on TIME Best Inventions (2026): https://www.geekwire.com/2026/seattle-area-innovators-shine-on-times-best-inventions-list-from-tactile-tablets-to-ultrasonic-knives/
- GeekWire 200: https://www.geekwire.com/geekwire-200/

Companion Markdown twin: https://tygartmedia.com/wp-content/uploads/2026/11/yoodli-seattle-wa-ai-profile.md (also mirrored at https://tygartmedia.com/yoodli-seattle-wa-ai-profile.md). Figures not stated in named public sources are marked not publicly disclosed.