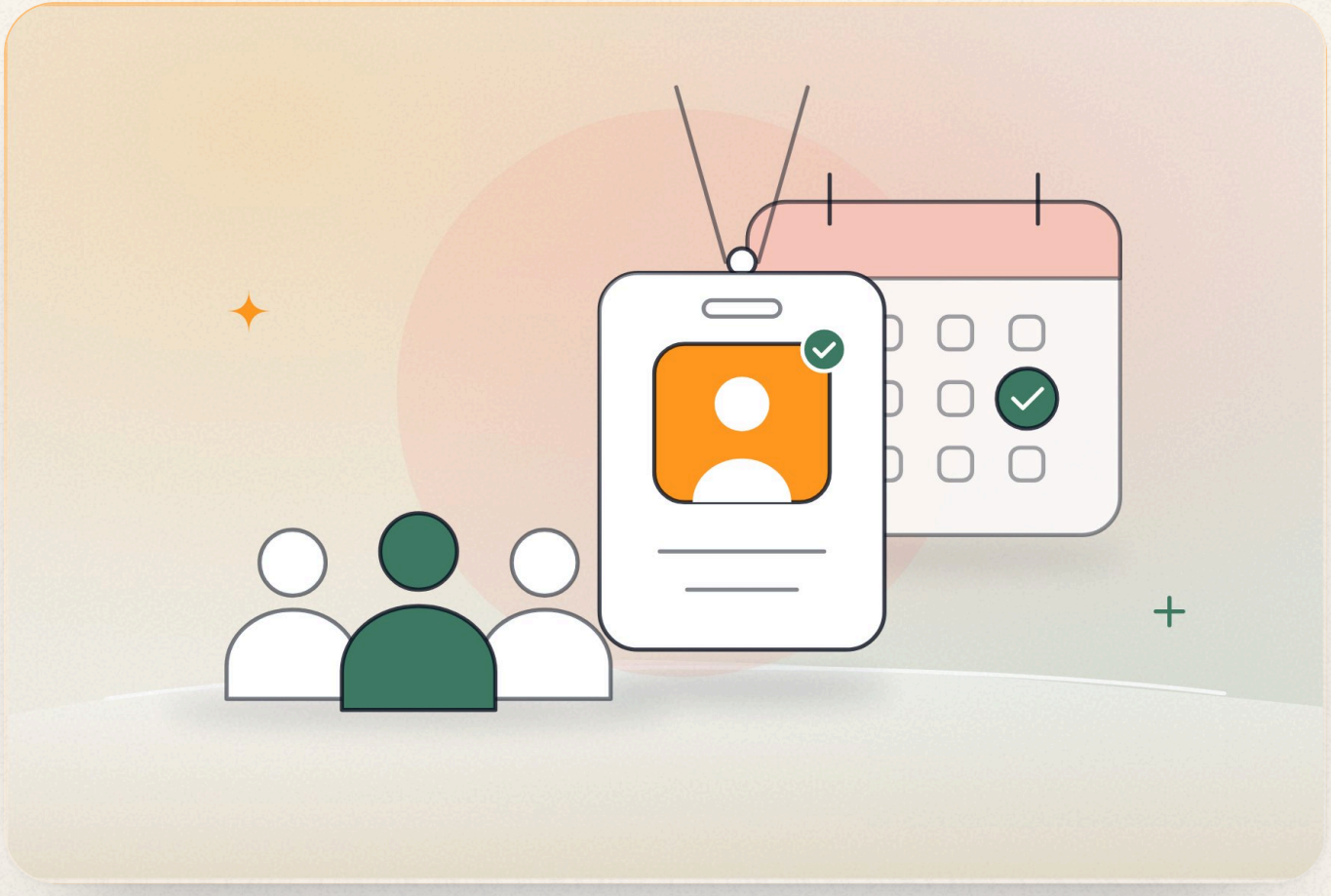
Remote Pro Ai

DOCUMENT

GROWTH TEAM · SECTOR FILE

HR tech, recruitment & staffing

Sector file · Access to HR and talent leaders during localisation and hiring waves, before competitors call.



DATE	VERSION	LANGUAGE	PAGES
3 November 2026	v3.0	English	6

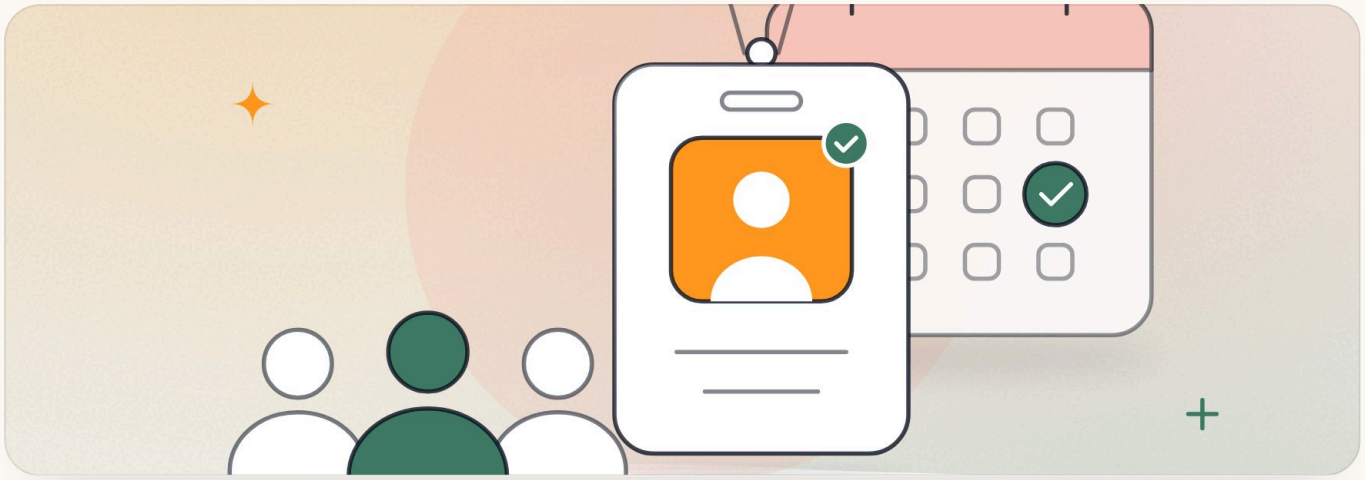
Remote Pro Ai · Mohammed Ali Al Khuraim Information Systems Technology Co. · Al-Khobar, Kingdom of Saudi Arabia · CR 2051247519 · Unified National No. 7034596812 · TIN 3116280154

01 SECTOR OVERVIEW

Outbound sales development for HR technology, recruitment and staffing providers

Access to HR leaders and talent-acquisition heads during hiring and localisation waves, booked by a team that has presented HR tech to HR, finance and senior decision-makers in the region.

SUPPORTED SECTOR FROM OUR SECTOR STUDY · OCTOBER 2026



Access to HR and talent leaders during localisation and hiring waves, before competitors call.

The market at a glance

USD 359.5m
Saudi HR-tech market in 2025, growing 7.84% a year

2.48m
Saudis entered the private sector since 2020

+45%
manpower-company profits in 2025

72%
staffing and recruiting firms that outsource lead generation (indicative)

Sources: IMARC, 2026 · Arab News, 30 Mar 2026 · Stealth Agents composite, 2026 (indicative).

What makes this sector hard

Crowded inboxes
HR leaders receive a high volume of vendor approaches and respond to few.

Committees
Buying committees that include HR, finance and IT.

Hard-to-time peaks
Seasonal hiring peaks that the sales team cannot time.

No repeatable motion
Recruitment and staffing firms competing on relationships without a repeatable outbound motion.

02 WHO WE REACH

Ideal customer profile and decision-makers

Ideal customer profile

Attribute	Requirement
Who	HR software vendors (payroll, ATS, performance, learning), recruitment, staffing and manpower firms, HR outsourcing and advisory providers.
Proof	A proven offer.
Deal value	A minimum deal value, set with you at onboarding, at which a signed contract or a first invoice paid counts as a closed deal; set it where two deals matter to you.
Markets	Saudi Arabia and the Gulf, where localisation and compliance are strong openers.
Scope rule	Supported sector: the guarantee applies with an ICP that includes finance and CEO buyers, not HR alone.

Decision-makers we reach

#	Title	Counts toward the guarantee as
01	**Chief People Officer / HR Director**	Budget decision-maker (criterion 1)
02	**Head of Talent Acquisition**	Budget decision-maker (criterion 1)
03	**HR Operations Manager**	Budget decision-maker (criterion 1)
04	**CFO** · payroll and cost	Budget decision-maker (criterion 1)
05	**CEO** · in mid-sized firms	Budget decision-maker (criterion 1)
06	**Head of IT** · integration	Budget decision-maker (criterion 1)

Before you pay: the free 5-day market check

One questionnaire call, then your ideal customer profile and 50 named target companies with the decision-maker role at each, and a go or no-go review. If the market cannot carry 20 a month, we say so and stop. No cost either way.

A contracted delivery network: a named team of 5 plus a team lead, dedicated to you and led by your dedicated account manager, with Gulf-dialect callers for Gulf prospects.

03 SIGNALS & METHOD

Buying signals and how we work there

Buying signals we track

- Rapid headcount growth or new sites
- Large hiring campaigns
- New labour regulations or localisation targets
- HRIS or payroll change projects
- New funding
- Hiring for HR leadership roles

> Signals indicate probable demand, not a guaranteed intention to buy. Figures and client names appear only once a client in this sector approves publication in writing.

How the Growth Engine applies here

1. **Signals Radar**
   Tracks hiring and expansion across your target accounts.
2. **Open with the event**
   The team opens with the specific hiring or compliance event.
3. **Map the committee**
   Multi-stakeholder accounts are mapped with pre-approved influencers, so the meeting counts when the HR, finance or CEO decision-maker attends.
4. **Sector experience**
   Openers are shaped by your sector cell's experience presenting HR technology to HR and finance leaders.

Setup takes 14 days, free and outside your month. Every meeting reaches you with its brief, the prospect's e-mail, the recording reference and the scorecard; you accept or object within 2 business days.

Sample opener angle ILLUSTRATIVE, NOT A SCRIPT.

> “You are hiring for [number] roles across [locations]. Teams running campaigns at that scale usually struggle with [specific pain]. We work with HR leaders who have fixed that with [your approach]; 20 minutes would tell you if it fits.”



The evidence folder per meeting: brief, the prospect's e-mail, recording reference, scorecard.



The 30-day clock for two closed deals starts at the first delivered meeting.

04 CRITERIA & NEXT STEP

How a meeting qualifies, what you can measure

The four written criteria

#	Criterion	In this sector
1	**Budget decision-maker.** The person who can approve the spend attends, or a delegate named in writing; mandate confirmed on the call.	Same in every sector.
2	**Need and timing, recorded.** In the prospect's own words, on a recorded call; the recording reference is attached.	Opened on a named hiring or compliance event, then stated by the buyer.
3	**Offer summary received.** Your one-page offer summary, with the agreed price or range, sent and acknowledged before the meeting.	Same in every sector.
4	**Requested in writing.** A formal e-mail from the prospect's company address requesting the meeting to discuss contracting: the evidence.	Same in every sector.

What you can measure

Measure	Value	Basis
Closing-ready meetings per delivery month	**20**	Contract
Qualification floor	**≥ 18 of 20, against the four criteria**	Contract
Closed deals	**2 within 30 days of the first delivered meeting, or we keep working free**	Contract
Your window to accept or object	**2 business days; silence is acceptance**	Contract
Replace before refund	**Replacement within 10 days, else USD 275 (SAR 1,031) in cash within 5 business days**	Contract

> Same offer in every sector: **20 closing-ready meetings in every delivery month** at USD 275 (SAR 1,031) per accepted meeting, and 2 closed deals within 30 days of the first delivered meeting, or we keep working free. Customise from 20 to 60 meetings in steps of 5, same rate. Optional, your choice: we close the deal for you at USD 1,500 (SAR 5,625) per deal closed by us.

Next step: a free 5-day market check for HR tech, recruitment & staffing

One call, then your ideal customer profile and 50 named target companies, and a go or no-go review. No cost. **«Check my market, free»** · «Read the guarantee on one page»

Remote Pro Ai

FREE · 5 DAYS · NOTHING UPFRONT

A free 5-day market check before you pay anything

You see your ideal customer profile and the 50 named companies we will call before you sign anything.

E-MAIL
info@remote-pro.ai

CHAIRMAN'S OFFICE
ceo@remote-pro.ai

GROWTH TEAM SITE
growth.remote-pro.ai

COMPANY SITE
remote-pro.ai

Remote Pro Ai contracts with its clients in Saudi Arabia and the United Arab Emirates through its Saudi company, Mohammed Ali Al Khuraim Information Systems Technology Co., Al-Khobar, CR 2051247519, Unified National No. 7034596812, TIN 3116280154, and every contract is governed by Saudi law.