Remote Pro Ai

DOCUMENT

GROWTH TEAM · SECTOR FILE

Manufacturing & industrial suppliers · sector file

Procurement and plant decision-makers at new and expanding factories, reached by phone in Arabic and English.



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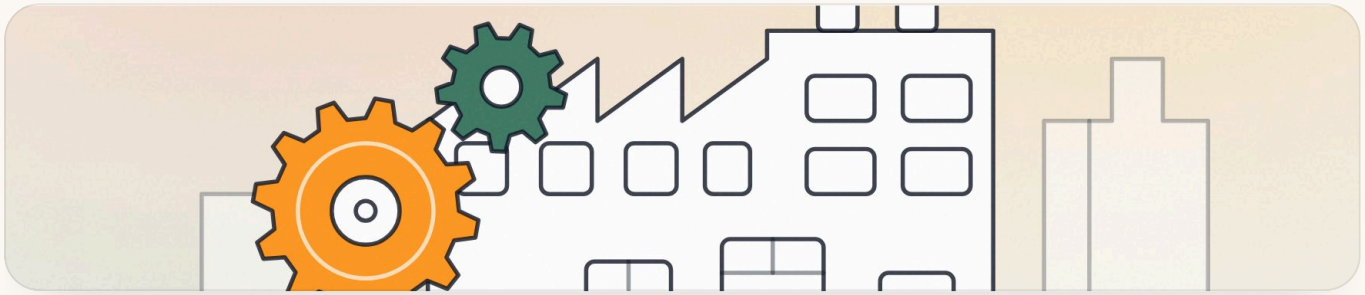
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01 MANUFACTURING & INDUSTRIAL SUPPLIERS · SECTOR FILE

Outbound sales development for manufacturers and industrial suppliers

CORE SECTOR FROM OUR SECTOR STUDY · OCTOBER 2026

Reaching procurement and plant decision-makers in factories, contractors and industrial groups, in Arabic and English, by phone, timed to new licences and production starts.



Procurement and plant decision-makers at new and expanding factories, reached by phone in Arabic and English.

The market at a glance

168
new industrial licences in December 2025

117
plants starting production the same month

~130 days
typical manufacturing sales cycle

35%
lowest lead-generation outsourcing rate of any sector: open whitespace (indicative)

Sources: Ministry of Industry via Argaam, 26 Jan 2026 · Focus Digital, 3 Jul 2026 · Stealth Agents composite, 2026 (indicative).

What holds sellers back here

- Procurement teams are reachable by phone but rarely by email.
- Sales depends on trade shows and a handful of distributors.
- Long qualification before a quotation is even requested.
- New production lines or export ambitions with no pipeline to match.

Who works your accounts

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.

A person makes every call. Every message is approved by a person.

20
closing-ready meetings in every delivery month

2
closed deals within 30 days of the first meeting

USD 275
per accepted meeting · nothing upfront in month one

18 of 20
qualify at minimum, else replaced or refunded in cash

02 WHO IT FITS · WHO DECIDES

The profile we target, and the people in the room

The profile below is the starting point of your Day 1 kick-off. Your dedicated account manager turns it into a written, approved ICP for your offer.

Ideal customer profile

Profile	Who it fits in this sector
Company	Manufacturers, industrial suppliers, equipment and component vendors, materials suppliers, industrial services and maintenance providers
Offer	A proven product, and a commercial team that can quote and close
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
Selling to	Factories, contractors and industrial groups in Saudi Arabia and the Gulf
Not a fit	B2C offers, products not yet launched, buyers reached only through public tenders, offers with no one on your side to attend meetings, or a minimum deal value too small for two closed deals to matter to you.

Decision-makers we reach

#	Title	Counts under criterion 1 as
01	Procurement Director / Purchasing Manager	Budget decision-maker (criterion 1)
02	Supply Chain Director	Budget decision-maker (criterion 1)
03	Plant / Operations Director	Budget decision-maker (criterion 1)
04	Commercial Director	Budget decision-maker (criterion 1)
05	Chief Executive or General Manager	Budget decision-maker (criterion 1)
06	Maintenance / Engineering Manager	Delegate · counts if named in writing

> Maintenance and engineering managers often shape the specification; they count under criterion 2 only if you approve them in advance.

03 SIGNALS · METHOD

When to call, and how we work the sector

The platform tracks these events across your account base and puts the signal that makes now the right time on the research card before every contact.

Buying signals we track

- New industrial licences issued
- Plants starting production
- New lines or facilities announced
- Large contracts or projects awarded
- Supplier pre-qualification or tender notices
- Expansion into export markets
- Hiring in procurement or operations

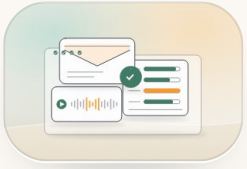
Signals indicate probable demand, not a guaranteed intention to buy.

How the Growth Engine applies here

1. **Phone first, Arabic first**
   A motion built for procurement teams who answer the phone, not email.
2. **Call Planner**
   Ranks accounts daily; a person makes every call.
3. **Signals Radar**
   Follows the monthly industrial-licence and production-start announcements, so the opener names the plant's own event.
4. **Counted meetings**
   Only when the procurement or commercial decision-maker attends and states the need.
5. **Follow-up kit**
   Carries the requirement, so your team can quote within days.

> "Congratulations on the [new line or facility]. Suppliers to similar plants usually get asked about [specific need] in the first months. If you are reviewing suppliers for [category], a 20-minute conversation with [your company] would show you our lead times and references."

Sample opener angle · illustrative, not a script



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 · REPORTING · NEXT STEP

What counts, what you see, what comes next

The four criteria, applied

#	Criterion	What it means, with its evidence
1	**The budget decision-maker is in the meeting**	The person who can approve the spend attends, or a delegate named in writing; the mandate is confirmed on the call.
2	**Need and timing confirmed on a recorded call**	The prospect states, in their own words, the problem to solve and when they intend to decide; the recording reference is attached.
3	**The prospect received your offer summary**	A one-page summary of your offer, with your price or price range as agreed at onboarding, sent and acknowledged before the meeting.
4	**The prospect asked for the meeting in writing**	A formal e-mail from the prospect's company address requesting the meeting to discuss contracting: the evidence, yours to keep.

In this sector: The factory, contractor or industrial group sits inside the ICP approved at Day 1.

Accept or object within 2 business days of the scorecard, naming the criterion; silence is acceptance. A service head outside your account team decides within 2 business days, from the recording, and the decision reaches you in writing. A no-show is never billed and never counted.

What we report

Measure	Standard	When
Closing-ready meetings	20 contracted in every delivery month	Monthly statement
Qualification floor	At least 18 of 20, against the four written criteria	Monthly statement
Evidence per meeting	Brief, the prospect's e-mail, recording reference, scorecard	Every meeting
Accept or object	2 business days; silence is acceptance; an independent service head decides in 2 business days	Every meeting
Replace before refund	Replacement within 10 days, else USD 275 (SAR 1,031) in cash within 5 business days	Monthly statement
Two closed deals	Within 30 days of the first delivered meeting, or we keep working free	Portal clock

> 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. At least 18 of 20 qualify; a missing or unqualified meeting is replaced within 10 days or refunded in cash. Month one is invoiced weekly for accepted meetings only, nothing upfront. Customise from 20 to 60 meetings in steps of 5 at the 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 Manufacturing & industrial suppliers. 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.

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.

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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.