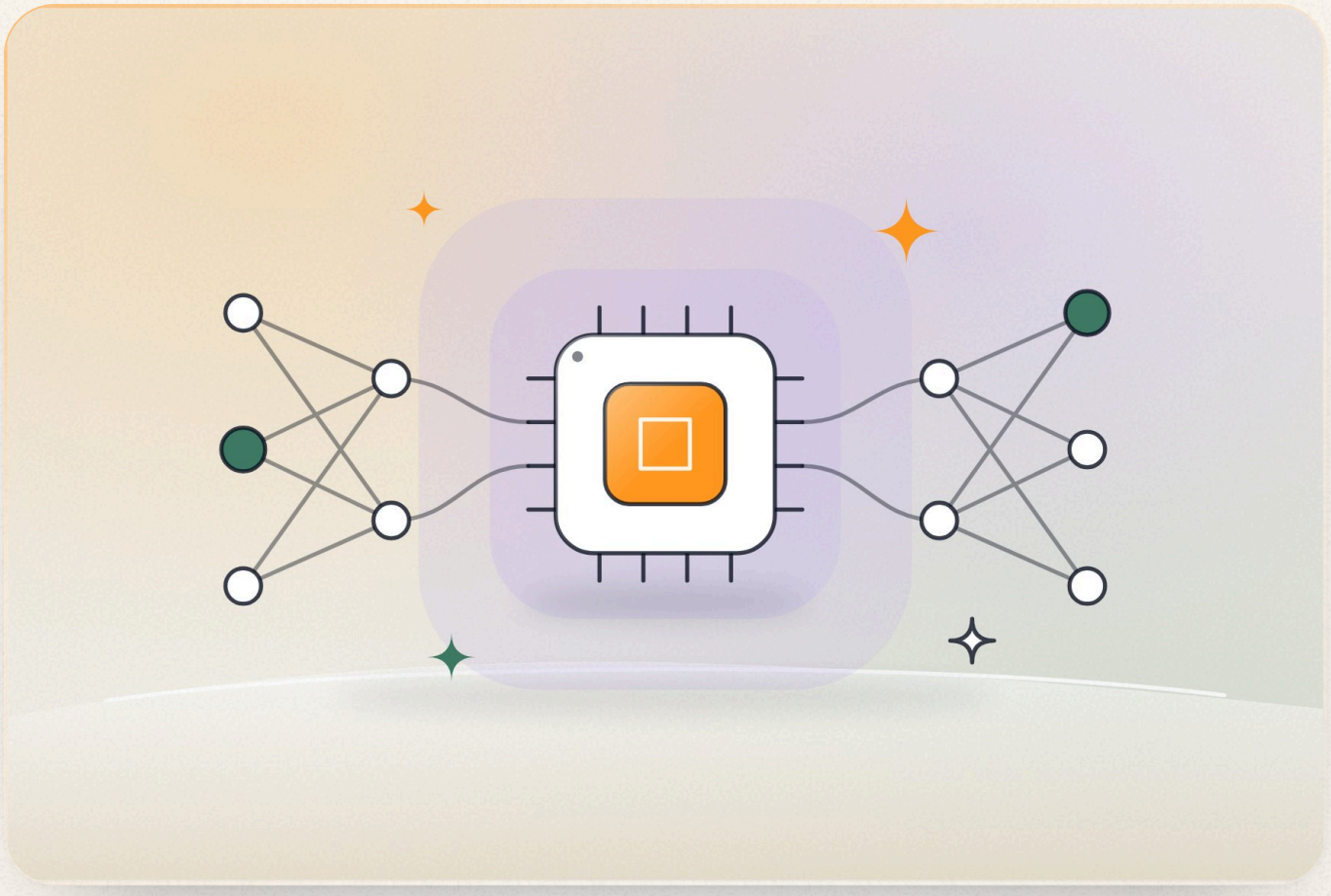
Remote Pro Ai

DOCUMENT

GROWTH TEAM · SECTOR FILE

AI products & automation

Sector file · Executive conversations about AI adoption with the department that owns the use case.



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

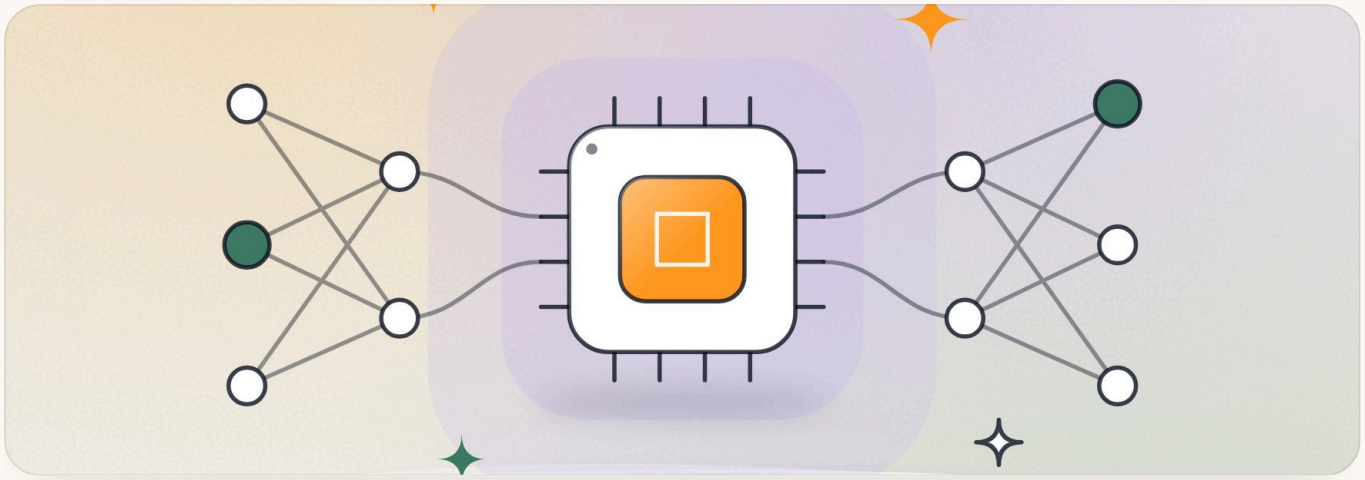
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01 SECTOR OVERVIEW

Outbound sales development for AI product and automation vendors

Executive conversations about AI adoption, opened with the department that owns the use case, by a team that has sold AI assistants and automation to HR, finance and senior decision-makers.

SUPPORTED SECTOR FROM OUR SECTOR STUDY · OCTOBER 2026



Executive conversations about AI adoption with the department that owns the use case.

The offer in this sector

20
closing-ready meetings in every delivery month

2
closed deals within 30 days of the first meeting

USD 450
per accepted meeting · nothing upfront in month one

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

What makes this sector hard

Curiosity without trust
Every executive is curious about AI and few know which vendor to trust.

Proof over demos
Buyers want proof and human judgement, not another demo link.

Founder-led selling
Founders selling the vision while the pipeline waits.

Cross-department use cases
The first meeting must land with the right owner.

02 WHO WE REACH

Ideal customer profile and decision-makers

Ideal customer profile

Attribute	Requirement
Who	Vendors of AI assistants, document and workflow automation, analytics and decision tools.
Proof	A live product and reference customers; no uncapped free pilots.
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	The United States, metro by metro, in US business hours (Eastern to Pacific).
Scope rule	Supported sector: the guarantee applies when the ICP names the owning department and a paid first scope.

Decision-makers we reach

#	Title	Counts toward the guarantee as
01	**Chief Digital / Transformation Officer**	Budget decision-maker (criterion 1)
02	**CIO**	Budget decision-maker (criterion 1)
03	**COO**	Budget decision-maker (criterion 1)
04	**Head of Customer Experience**	Budget decision-maker (criterion 1)
05	**CFO** · finance automation	Budget decision-maker (criterion 1)
06	**CEO / Founder** · in mid-sized companies	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, native-English callers in US business hours.

03 SIGNALS & METHOD

Buying signals and how we work there

Buying signals we track

- A new chief data or AI officer
- Cloud and data-platform commitments
- Announced pilots and proofs of concept
- A new funding round
- AI-governance and security policies
- Hiring data and automation leads

> 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.

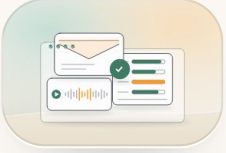
How the Growth Engine applies here

1. **Credibility first**
   Every call is made by a person and every message is approved by a person: the right posture with buyers who want human verification.
2. **The owning department**
   The ICP names the department that owns the use case; the research card shows the SDR the buyer's current tooling before the call.
3. **Use case, not technology**
   The opener leads with the use case and the buyer's own signal, never with the technology.
4. **Counted when it lands**
   A meeting counts only when the owning department's decision-maker attends and states the use-case need.

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.

> “Your team published [AI initiative or role]. Leaders at that stage usually want a working example of [use case] in their own context rather than another pitch. We can show one in 20 minutes with your data in mind, or point you elsewhere if it isn't a fit.”



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.	The buyer states the need for the use case, not interest in AI in general.
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 450 in cash within 5 business days**	Contract

> Same offer in every sector: **20 closing-ready meetings in every delivery month** at USD 450 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 per deal closed by us.

Next step: a free 5-day market check for AI products & automation

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.

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COMPANY SITE
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