Remote Pro Ai

DOCUMENT

GROWTH TEAM · SECTOR FILE

Consulting, legal, accounting & advisory · sector file

Qualified first conversations for partners who sell on relationships but cannot prospect at scale.



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

Remote Pro Ai · Ebug Information Technology, Cairo · CR 206356 · Mohammed Ali Al Khuraim Information Systems Technology Co., Al-Khobar · CR 2051247519 · Unified National No. 7034596812 · TIN 3116280154

01 CONSULTING, LEGAL, ACCOUNTING & ADVISORY · SECTOR FILE

Outbound sales development for consulting, legal, accounting and advisory firms

CORE SECTOR FROM OUR SECTOR STUDY · OCTOBER 2026

Qualified opportunities with companies, for firms whose partners sell on relationships but cannot prospect at scale.



Qualified first conversations for partners who sell on relationships but cannot prospect at scale.

What holds sellers back here

- Revenue depends on partners' networks and referrals.
- Fee earners have no time to prospect, and juniors cannot open executive doors.
- Proposals written for the wrong buyer or at the wrong moment.
- Entering a new city or market without a network to make introductions.

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, native-English callers in US business hours.

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 450
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
Firm	Management, financial, tax, legal, accounting, engineering and specialist advisory firms
Offer	A defined service, and a partner or director who can attend 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
Markets	Selling into the United States, metro by metro, in US business hours (Eastern to Pacific)
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	CEO / Managing Director	Budget decision-maker (criterion 1)
02	CFO	Budget decision-maker (criterion 1)
03	COO	Budget decision-maker (criterion 1)
04	Head of Strategy or Transformation	Budget decision-maker (criterion 1)
05	General Counsel (legal services)	Budget decision-maker (criterion 1)
06	Head of Procurement (panel appointments)	Budget decision-maker (criterion 1)

Titles open the door, but the account qualifies on its situation: the change your service resolves (criterion 1).

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 partner or practice-lead hires
- New office openings
- Regulatory change in your clients' sectors
- Funding, M&A or restructuring among target clients
- Requests for proposals for advisory work
- Leadership changes at target accounts

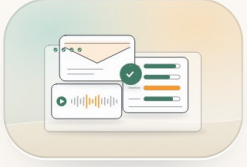
Signals indicate probable demand, not a guaranteed intention to buy.

How the Growth Engine applies here

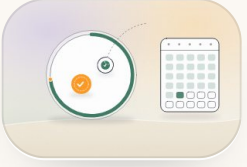
1. **Situation-led ICP**
   Written around the situation your service resolves, not a job title alone.
2. **Signal opener**
   The team opens with the signal: the expansion, the regulation, the change.
3. **Stated need**
   The need is qualified in the buyer's own words (criterion 3).
4. **Partner's voice**
   Messages go out in the partner's voice and are approved by a person before sending.
5. **Booked, then briefed**
   The partner is booked only when the four criteria hold, with a brief 24 hours before.

> "With [regulatory change or expansion] affecting companies like yours this year, a few finance leaders have asked us how to [outcome] before [deadline]. If it is a question on your side too, a short conversation with our partner [name] might save you a quarter."

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 company is in the situation your service resolves, 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 450 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 450 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 per deal closed by us.

Next step: a free 5-day market check for Consulting, legal, accounting & advisory. 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.

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

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v3.0 · 2026-11-03