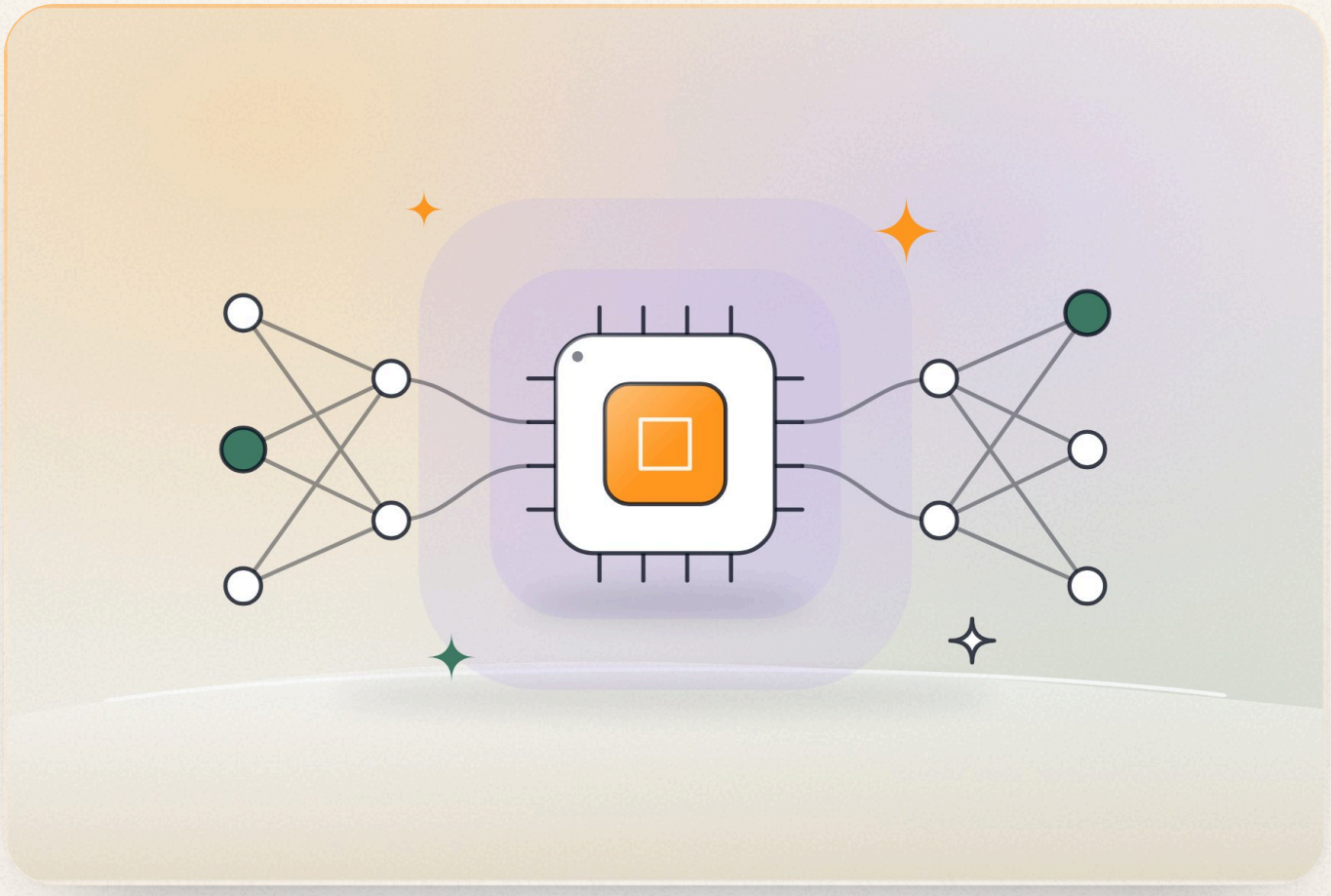
Remote Pro Ai

DRAFT

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
31 October 2026	v2.0	English	6

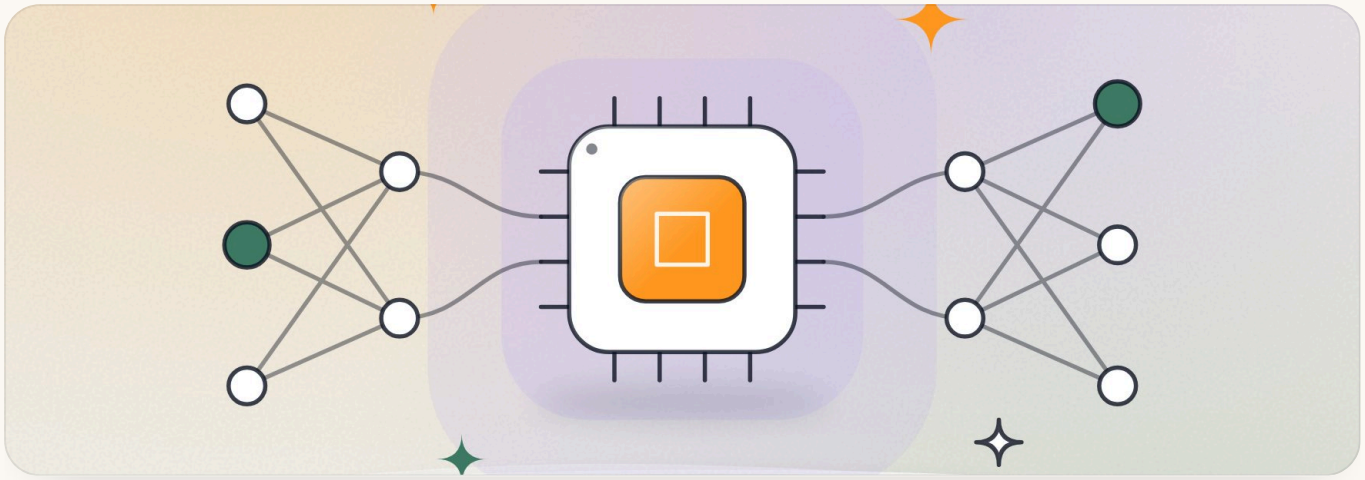
Remote Pro Ai · Ebug Information Technology · Cairo (headquarters) · CR 206356 · Al-Khobar branch · CR 2051247519

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 | STUDY SCORE 76/100



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

The market at a glance

USD 16.9bn
Saudi AI market projected by 2032

USD 5bn
NEOM AI hub

69%
of B2B buyers prefer human verification of AI-generated insights

Sources: MarketsandMarkets (undated page) · Arab News, 13 Sep 2025 · Gartner 2026, as cited in our sector study.

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	First-year deal value of at least USD 36,000 (SAR 135,000): the eligibility gate in every sector.
Markets	Saudi Arabia and the Gulf first; the UK, Europe and the US selectively.
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**	Decision-maker, approved titles list
02	**CIO**	Decision-maker, approved titles list
03	**COO**	Decision-maker, approved titles list
04	**Head of Customer Experience**	Decision-maker, approved titles list
05	**CFO** · finance automation	Decision-maker, approved titles list
06	**CEO / Founder** · in mid-sized companies	Decision-maker, approved titles list

Eligibility gate

Every account list is checked first in your free Market Opportunity Report, within 48 hours. If your deals fall below the gate, we widen the segment, add a market or decline; there is no reduced guarantee.



A specialist sector cell led by your dedicated account manager, with senior SDRs (6–8 years each) who know this sector's buyers.

03 SIGNALS & METHOD

Buying signals and how we work there

Buying signals we track

- AI, data or digital-transformation roles being hired
- Published AI strategies or pilots
- New funding
- Customer-service or operations expansion
- Event participation (LEAP, GITEX)
- Partnerships with cloud or platform providers

> 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 and does not count in your month. Each meeting brief reaches you 24 hours before.

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.”

04 CRITERIA & NEXT STEP

How a meeting qualifies, what you can measure

The five qualification criteria

#	Criterion	In this sector
1	**Inside the ICP.** The company is inside the approved ideal customer profile.	The ICP names the owning department and a paid first scope.
2	**Decision-maker attends.** A decision-maker from the approved titles list attends, or an influencer you approved in advance.	The decision-maker of the department that owns the use case attends.
3	**Need in their words.** They state the need in their own words, documented in the recording or summary.	The buyer states the need for the use case, not interest in AI in general.
4	**Held 20+ minutes.** Held for at least 20 minutes, with your named representative invited.	Same in every sector.
5	**Net-new.** Net-new to you: not a current customer, not an open deal, not excluded.	Same in every sector.

What you can measure

Measure	Value	Basis
Closing-ready meetings per month	**20**	Contract
Qualified floor	**≥ 18 of 20 (90%)**	Contract
Minimum held time	**20 minutes**	Contract
Meeting brief before each meeting	**24 hours**	Contract
Your window to accept or object	**2 business days**	Contract
Refund per unqualified meeting	**USD 275 (SAR 1,031) or a replacement**	Contract
Setup	**14 days, not counted**	Contract

> Same offer in every sector: **20 closing-ready meetings a month for USD 5,500** (SAR 20,625), month to month. At least 18 of 20 qualify; for each one that doesn't, USD 275 (SAR 1,031) back or a replacement. Need more? Customise from 20 to 60 meetings a month, in steps of 5, at the same USD 275 per meeting.

See the numbers for AI products & automation in your market

Your free Market Opportunity Report shows how many target accounts fit your profile, a 200-account sample with decision-maker phone coverage, 5 live buying signals and a decision-maker map, within 48 hours. **«Check my market, free»** · «Read the one-page contract»

Remote Pro Ai

FREE · 48 BUSINESS HOURS

Check your market before you pay anything

Your free Market Opportunity Report in 48 business hours: can it carry 20 a month? If not, we say so.

WRITE TO US

info@remote-pro.ai

ON THE WEB

remote-pro.ai/growth

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