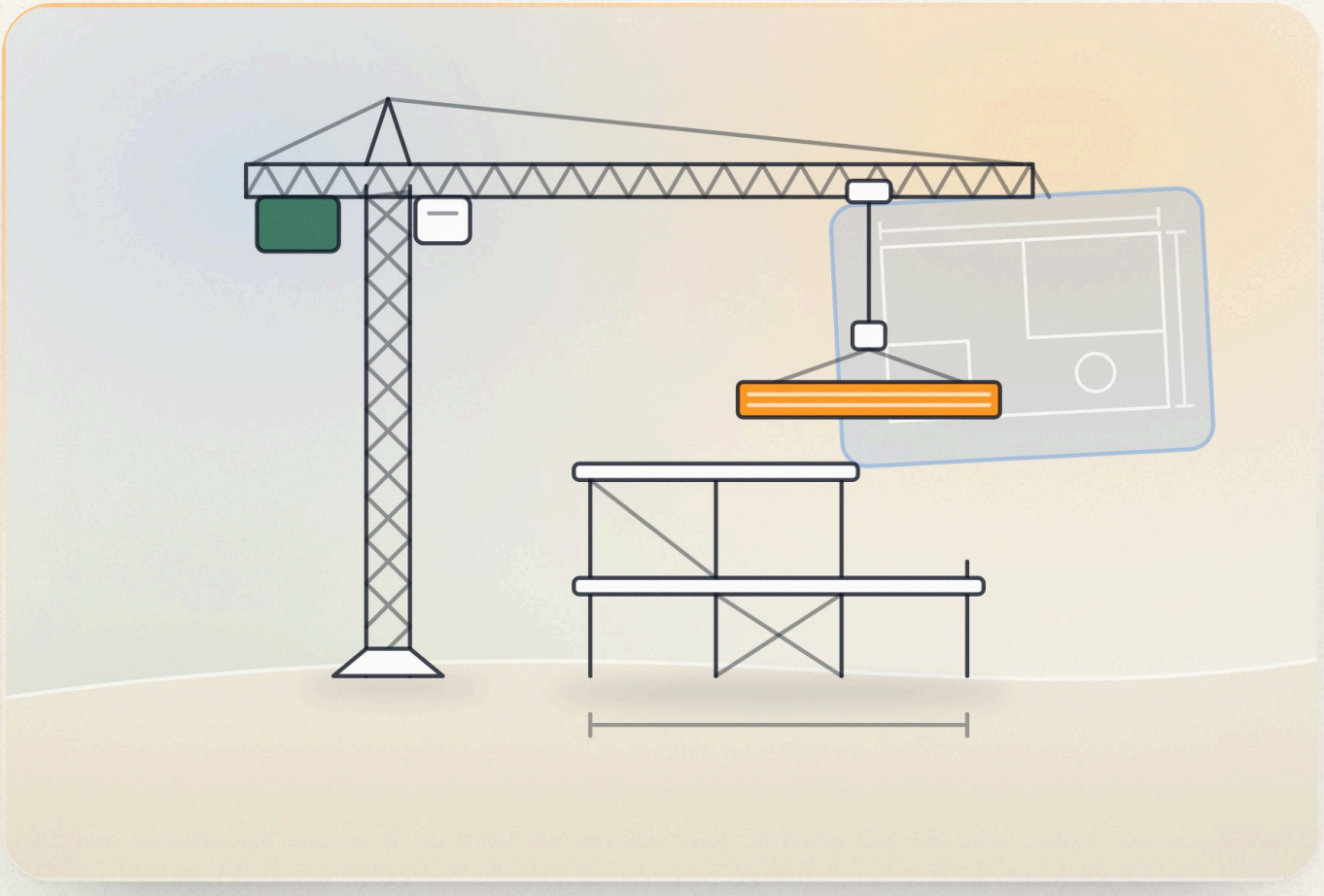
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DRAFT

GROWTH TEAM · SECTOR FILE

Engineering, contracting & construction technology · sector file

Project and procurement decision-makers at developers and contractors, timed to awards and new projects.



NOTE Slow sector · longer buying cycle

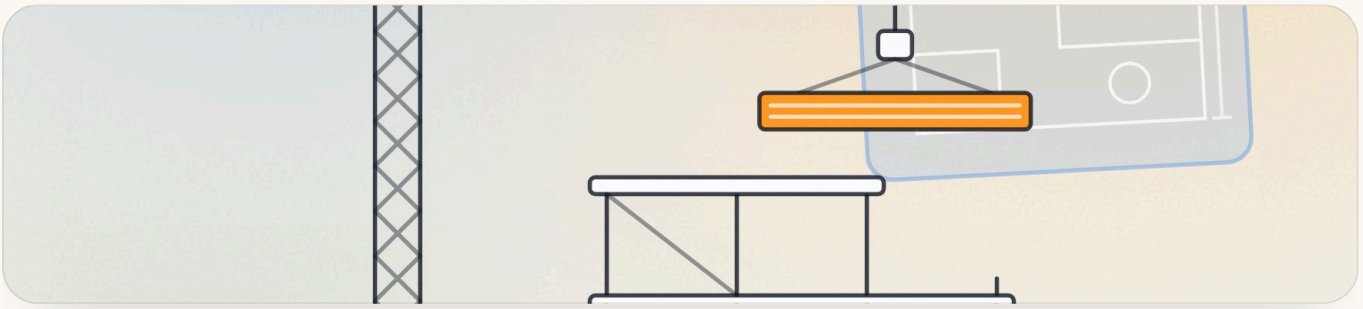
DATE	VERSION	LANGUAGE	PAGES
31 October 2026	v2.0	English	6

01 ENGINEERING, CONTRACTING & CONSTRUCTION TECHNOLOGY · SECTOR FILE

Outbound sales development for engineering, contracting and construction-technology companies

CORE SECTOR | FROM OUR SECTOR STUDY · OCTOBER 2026 | SLOW SECTOR · LONGER BUYING CYCLE

Project and procurement decision-makers at developers and contractors, opened at the moment of an award or a new project, and counted only when they attend.



Project and procurement decision-makers at developers and contractors, timed to awards and new projects.

The market at a glance

USD 196bn
giga-project contract awards in 2025

+20%
growth in those awards

~134 days
typical construction sales cycle

Sources: Knight Frank, Saudi Arabia Giga Projects Report 2025, via Arab News, 6 Oct 2025 · Focus Digital, 3 Jul 2026.

What holds sellers back here

- Work arrives through tenders and relationships, with nothing proactive between them.
- Project directors and procurement managers are on site, not at a desk.
- Awards are public, but by the time you hear of one the shortlist is closed.
- Subcontractors and suppliers depend on two or three main contractors.

Who works your accounts

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

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

20
closing-ready meetings a month

18 of 20
qualify at minimum, or money back

USD 5,500
a month · SAR 20,625 · month to month

14 days
free setup, outside the delivery month

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	Engineering consultancies, specialist contractors and subcontractors, building materials, equipment and systems suppliers, construction-technology software (project, site and BIM tools) and facilities-management providers
Offer	A proven offer
Deal value	First-year deal value of at least **USD 36,000 (SAR 135,000)**: the eligibility gate in every sector
Selling to	Private developers, main contractors and operators in Saudi Arabia and the Gulf
Out of scope	Buyers that are only government entities are out of scope for the guarantee
Not a fit	B2C offers, products not yet launched, buyers that are only government or only banks, offers with no one on your side to attend meetings, or a requirement that we guarantee the close.

Decision-makers we reach

#	Title	Counts under criterion 2 as
01	Projects Director / Project Manager	Decision-maker
02	Procurement & Contracts Director	Decision-maker
03	Commercial Director	Decision-maker
04	Development Director	Decision-maker
05	Chief Operating Officer	Decision-maker
06	Facilities Director (operations-phase offers)	Decision-maker

Government-only buyers are out of scope, so every title above sits at a private developer, main contractor or operator.

A slow sector, the same guarantee.

Construction buying follows awards and committees, and the cycle is long: about 134 days (Focus Digital, 3 Jul 2026). This sector is accepted only through the same eligibility gate, with two markets allowed, and no reduced guarantee.

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

- Contract awards and project announcements
- Supplier pre-qualification notices
- Building permits and new phases
- Hiring of project engineers and procurement staff
- Subcontract packages released
- Participation in Cityscape, Big 5 Saudi and sector events

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

How the Growth Engine applies here

1. **Day 1 · Private base**
   Government-only buyers are excluded from the account base.
2. **Every week · Live projects**
   The Signals Radar follows awards and project announcements; the account list is rebuilt around live projects.
3. **Phone first, Arabic first**
   Calling reaches people who are on site; short personal emails confirm the meeting.
4. **Committees**
   Where a committee buys, influencers you pre-approve count.
5. **Counted meetings**
   Every meeting counted is with a private decision-maker who can award work.

> “We saw [developer or contractor] was awarded [project]. Teams at that stage usually need [capability or package] within the first quarter. If [category] is still open, 20 minutes with [your company] would show you our capacity and references.”

Sample opener angle · illustrative, not a script

04 CRITERIA · REPORTING · NEXT STEP

What counts, what you see, what comes next

The five criteria, applied

#	Criterion	Applied in this sector
1	**In the approved ICP**	A private developer, main contractor or operator inside the ICP approved at Day 1; government-only buyers are excluded.
2	**The right decision-maker**	A title from the approved list attends, or an influencer you pre-approved where a committee buys.
3	**A stated need**	They state the need in their own words: the package or capability the project requires.
4	**Held, 20 minutes or more**	Held for 20 minutes or more, with your named representative invited.
5	**Net-new to you**	Not a current customer, not an open bid or deal, not excluded.

Accept or object within 2 business days, naming the criterion; no reply within that window means accepted.

What we report

Measure	Standard	When
Closing-ready meetings	20 contracted each month	Monthly statement
Qualified rate	At least 90% (18 of 20)	Monthly statement
Quality score per meeting	0–100 against the five criteria	Every meeting
Triple-Lock confirmation	Three time-stamped steps on the meeting card	Every meeting
Brief and follow-up kit	24 hours before · within 4 hours after	Every meeting
Weekly plan	Priority accounts, signals in play, meetings scheduled	Sunday
Video report	What happened, what was learned, what changes	Thursday
Refunds or replacements	USD 275 (SAR 1,031) per unqualified meeting	Monthly statement

> 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. Customise from 20 to 60 meetings a month, in steps of 5, at the same price per meeting.

Next step: see the numbers for Engineering, contracting & construction technology 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. If your deals fall below the gate, we widen the segment, add a market or decline; there is no reduced guarantee.

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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