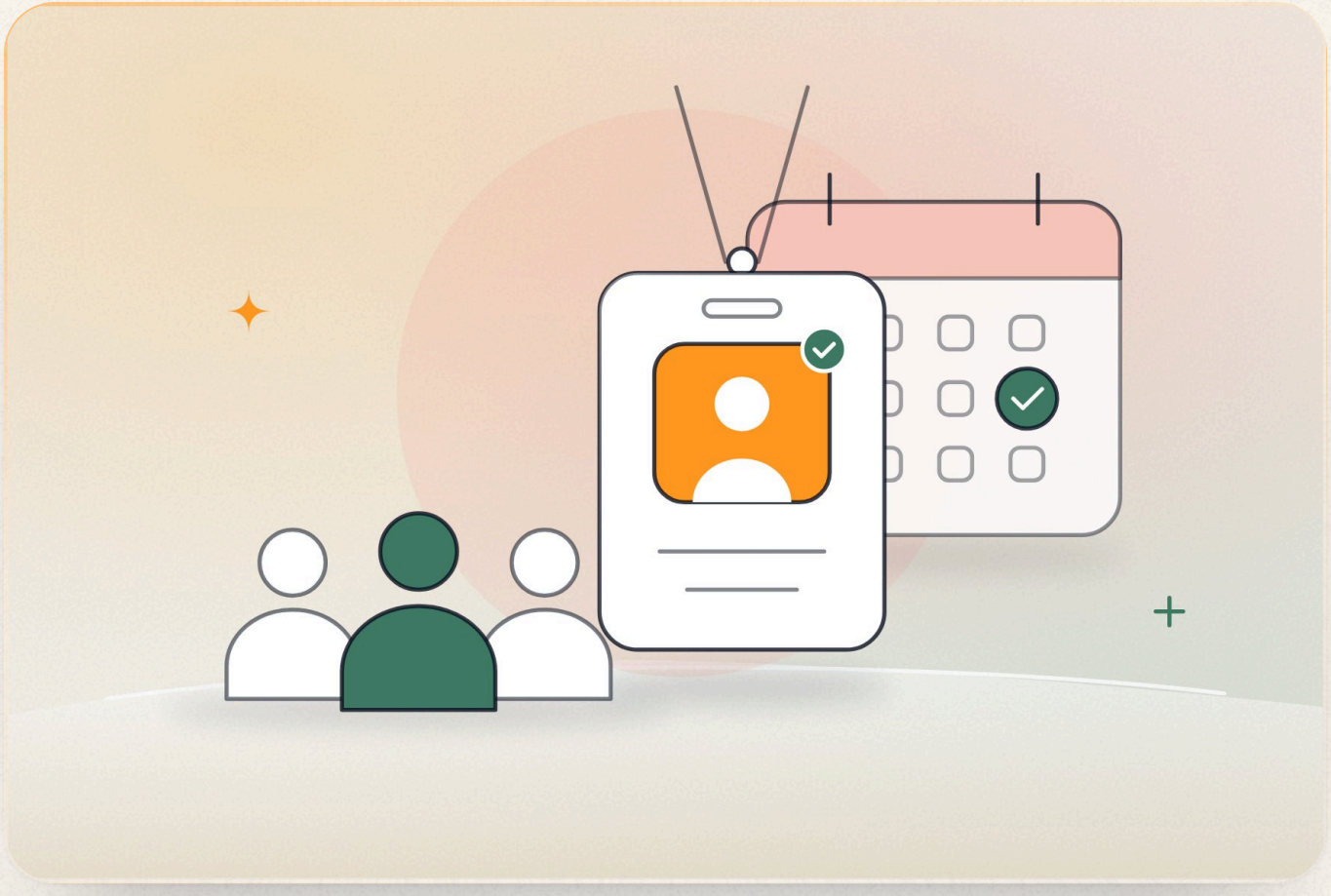
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DRAFT

GROWTH TEAM · SECTOR FILE

HR tech, recruitment & staffing

Sector file · Access to HR and talent leaders during localisation and hiring waves, before competitors call.



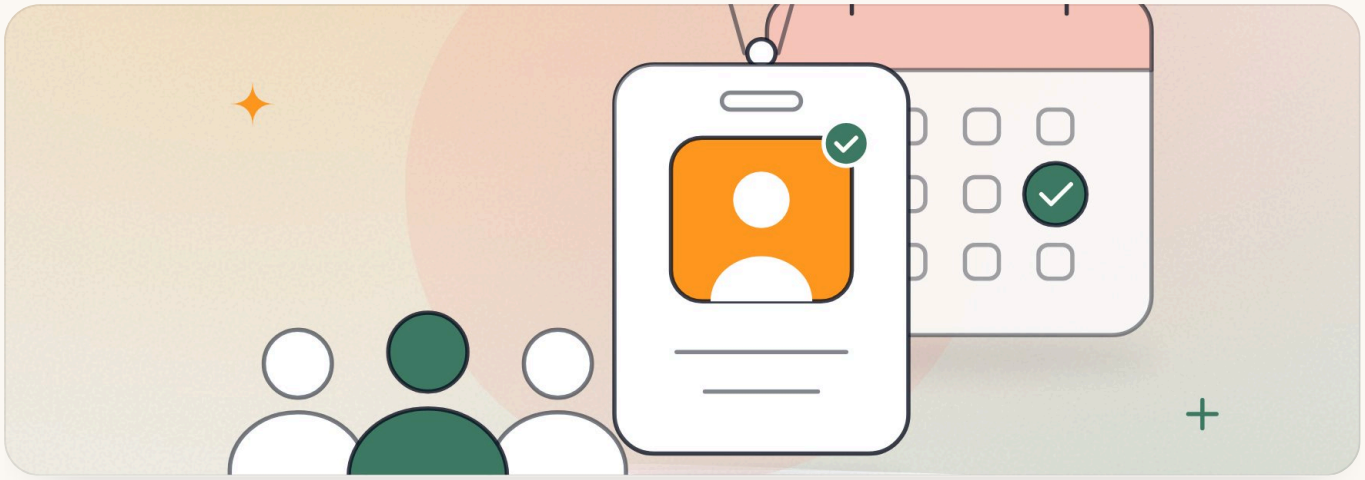
DATE	VERSION	LANGUAGE	PAGES
31 October 2026	v2.0	English	6

01 SECTOR OVERVIEW

Outbound sales development for HR technology, recruitment and staffing providers

Access to HR leaders and talent-acquisition heads during hiring and localisation waves, booked by a team that has presented HR tech to HR, finance and senior decision-makers in the region.

SUPPORTED SECTOR | FROM OUR SECTOR STUDY · OCTOBER 2026 | STUDY SCORE 77/100



Access to HR and talent leaders during localisation and hiring waves, before competitors call.

The market at a glance

USD 359.5m
Saudi HR-tech market in 2025, growing 7.84% a year

2.48m
Saudis entered the private sector since 2020

+45%
manpower-company profits in 2025

72%
staffing and recruiting firms that outsource lead generation (indicative)

Sources: IMARC, 2026 · Arab News, 30 Mar 2026 · Stealth Agents composite, 2026 (indicative).

What makes this sector hard

Crowded inboxes
HR leaders receive a high volume of vendor approaches and respond to few.

Committees
Buying committees that include HR, finance and IT.

Hard-to-time peaks
Seasonal hiring peaks that the sales team cannot time.

No repeatable motion
Recruitment and staffing firms competing on relationships without a repeatable outbound motion.

02 WHO WE REACH

Ideal customer profile and decision-makers

Ideal customer profile

Attribute	Requirement
Who	HR software vendors (payroll, ATS, performance, learning), recruitment, staffing and manpower firms, HR outsourcing and advisory providers.
Proof	A proven offer.
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, where localisation and compliance are strong openers.
Scope rule	Supported sector: the guarantee applies with an ICP that includes finance and CEO buyers, not HR alone.

Decision-makers we reach

#	Title	Counts toward the guarantee as
01	**Chief People Officer / HR Director**	Decision-maker, approved titles list
02	**Head of Talent Acquisition**	Decision-maker, approved titles list
03	**HR Operations Manager**	Decision-maker, approved titles list
04	**CFO** · payroll and cost	Decision-maker, approved titles list
05	**CEO** · in mid-sized firms	Decision-maker, approved titles list
06	**Head of IT** · integration	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

- Rapid headcount growth or new sites
- Large hiring campaigns
- New labour regulations or localisation targets
- HRIS or payroll change projects
- New funding
- Hiring for HR leadership roles

> 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. **Signals Radar**
   Tracks hiring and expansion across your target accounts.
2. **Open with the event**
   The team opens with the specific hiring or compliance event.
3. **Map the committee**
   Multi-stakeholder accounts are mapped with pre-approved influencers, so the meeting counts when the HR, finance or CEO decision-maker attends.
4. **Sector experience**
   Openers are shaped by your sector cell's experience presenting HR technology to HR and finance leaders.

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.

> “You are hiring for [number] roles across [locations]. Teams running campaigns at that scale usually struggle with [specific pain]. We work with HR leaders who have fixed that with [your approach]; 20 minutes would tell you if it fits.”

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 includes finance and CEO buyers, not HR alone.
2	**Decision-maker attends.** A decision-maker from the approved titles list attends, or an influencer you approved in advance.	The HR, finance or CEO decision-maker attends; committee influencers are pre-approved.
3	**Need in their words.** They state the need in their own words, documented in the recording or summary.	Opened on a named hiring or compliance event, then stated by the buyer.
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 HR tech, recruitment & staffing 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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