Remote Pro Ai

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GROWTH TEAM · SECTOR FILE

Manufacturing & industrial suppliers · sector file

Procurement and plant decision-makers at new and expanding factories, reached by phone in Arabic and English.



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

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01 MANUFACTURING & INDUSTRIAL SUPPLIERS · SECTOR FILE

Outbound sales development for manufacturers and industrial suppliers

CORE SECTOR FROM OUR SECTOR STUDY · OCTOBER 2026

Reaching procurement and plant decision-makers in factories, contractors and industrial groups, in Arabic and English, by phone, timed to new licences and production starts.



Procurement and plant decision-makers at new and expanding factories, reached by phone in Arabic and English.

The market at a glance

168
new industrial licences in December 2025

117
plants starting production the same month

~130 days
typical manufacturing sales cycle

35%
lowest lead-generation outsourcing rate of any sector: open whitespace (indicative)

Sources: Ministry of Industry via Argaam, 26 Jan 2026 · Focus Digital, 3 Jul 2026 · Stealth Agents composite, 2026 (indicative).

What holds sellers back here

- Procurement teams are reachable by phone but rarely by email.
- Sales depends on trade shows and a handful of distributors.
- Long qualification before a quotation is even requested.
- New production lines or export ambitions with no pipeline to match.

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	Manufacturers, industrial suppliers, equipment and component vendors, materials suppliers, industrial services and maintenance providers
Offer	A proven product, and a commercial team that can quote and close
Deal value	First-year deal value of at least **USD 36,000 (SAR 135,000)**: the eligibility gate in every sector
Selling to	Factories, contractors and industrial groups in Saudi Arabia and the Gulf
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	Procurement Director / Purchasing Manager	Decision-maker
02	Supply Chain Director	Decision-maker
03	Plant / Operations Director	Decision-maker
04	Commercial Director	Decision-maker
05	Chief Executive or General Manager	Decision-maker
06	Maintenance / Engineering Manager	Technical influencer · counts if pre-approved

> Maintenance and engineering managers often shape the specification; they count under criterion 2 only if you approve them in advance.

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 industrial licences issued
- Plants starting production
- New lines or facilities announced
- Large contracts or projects awarded
- Supplier pre-qualification or tender notices
- Expansion into export markets
- Hiring in procurement or operations

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

How the Growth Engine applies here

1. **Phone first, Arabic first**
   A motion built for procurement teams who answer the phone, not email.
2. **Call Planner**
   Ranks accounts daily; a person makes every call.
3. **Signals Radar**
   Follows the monthly industrial-licence and production-start announcements, so the opener names the plant's own event.
4. **Counted meetings**
   Only when the procurement or commercial decision-maker attends and states the need.
5. **Follow-up kit**
   Carries the requirement, so your team can quote within days.

> "Congratulations on the [new line or facility]. Suppliers to similar plants usually get asked about [specific need] in the first months. If you are reviewing suppliers for [category], a 20-minute conversation with [your company] would show you our lead times 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**	The factory, contractor or industrial group sits inside the ICP approved at Day 1.
2	**The right decision-maker**	The procurement or commercial decision-maker attends; a technical influencer counts only if you approved them in advance.
3	**A stated need**	They state the requirement in their own words, carried into the follow-up kit for your quote.
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 quotation 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 Manufacturing & industrial suppliers 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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