Remote Pro Ai

DRAFT

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
31 October 2026	v2.0	English	6

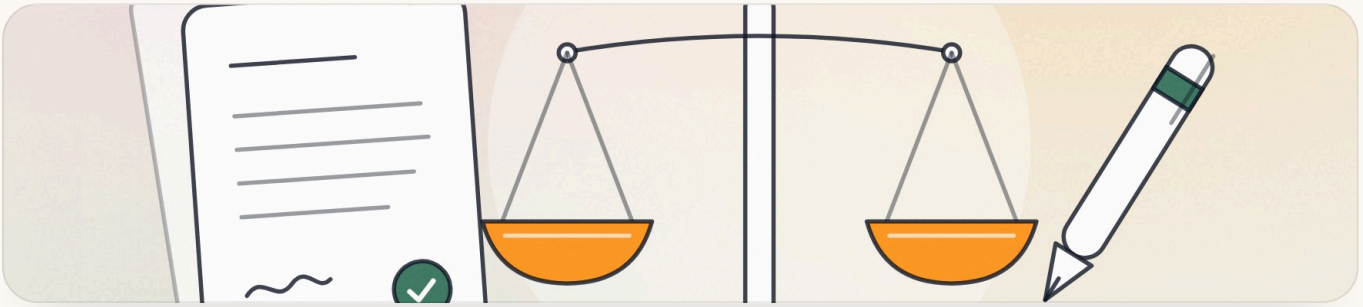
Remote Pro Ai · Ebug Information Technology · Cairo (headquarters) · CR 206356 · Al-Khobar branch · CR 2051247519

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.

The market at a glance

USD 4.3bn
Saudi consulting market in 2024, up 14.1%

USD 8.3bn+
GCC consulting market in 2025

616
regional headquarters in KSA by Q1 2025

~103 days
typical consulting sales cycle

Sources: Source Global Research via Consultancy-me, 31 May 2025 · Sharikat Mubasher, 14 Aug 2025 · Focus Digital, 3 Jul 2026.

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 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
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	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, where regional headquarters and regulatory change create new demand; the UK, Europe and the US selectively
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	CEO / Managing Director	Decision-maker
02	CFO	Decision-maker
03	COO	Decision-maker
04	Head of Strategy or Transformation	Decision-maker
05	General Counsel (legal services)	Decision-maker
06	Head of Procurement (panel appointments)	Decision-maker

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

- Expansion into new markets
- New regional headquarters
- Regulatory changes affecting the client's sector (tax, e-invoicing, data protection)
- New funding, M&A or restructuring
- Leadership changes
- New licences or large projects announced
- Tenders for advisory panels

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 five 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

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 company is in the situation your service resolves, inside the ICP approved at Day 1.
2	**The right decision-maker**	A title from the approved list attends (CEO, CFO, COO ...), or an influencer you approved in advance.
3	**A stated need**	They state the need in their own words, documented in the recording or summary.
4	**Held, 20 minutes or more**	Held for 20 minutes or more, with your partner or director invited.
5	**Net-new to you**	Not a current client, not an open engagement or proposal, 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 Consulting, legal, accounting & advisory 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

Two licensed entities, one partnership: Ebug Information Technology (إيبج لتكنولوجيا المعلومات), Cairo headquarters, CR 206356, and the Al-Khobar branch, CR 2051247519. Both operate in full partnership and wholly own Remote Pro Ai.