



⚡ Grounded in 6 sources

# Break Into Tech Sales

A no-fluff, step-by-step guide to landing your first tech sales job—without a degree or prior experience. Get the exact tactics, pay numbers, and shortcuts real insiders use.

📌 **Updated for 2026** 📄 **\$60K–\$100K/yr** Source-reported starting pay for entry tech sales roles

📢 @jobhacki · JobHacki Community



## Start Fast

Clear first steps you can take this week.



## Real Sources

Built from people who actually did it.



## Honest Numbers

Source-reported pay, costs, and risks.

[Get the Full Guide Vault →](#)

🔒 Includes checklists, scripts & source-backed insights

### YOU WILL LEARN

- Who This Guide Is For
- Opportunity Snapshot
- Why This Job Is Worth Looking At
- What The Job Actually Does
- Pay Potential — The Real Numbers
- Requirements

▶ **MODULE 01**

# Who This Guide Is For

This guide is for job seekers who want a real shot at a high-paying, remote-friendly tech job—no degree or coding required. If you want to break into tech sales (SDR, BDR, Account Executive) and skip years of school or unpaid internships, read on.

▶ MODULE 02

## Opportunity Snapshot

**\$60K–\$100K/yr**

Typical first-year total comp (SDR/BDR)

**3 months**

Typical ramp to job-ready (source: X, @RecruitmentPq)

**No degree**

Required (multiple X sources)

**Remote**

Many roles are fully remote (see Open Bridge PH, X)

**Proof: Hiring Now**

See @TechJobsDailyIN, @RemotejobWtessy, @UnlistedJobs

▶ MODULE 03

## Why This Job Is Worth Looking At

Tech sales is one of the few fields where companies routinely hire and train people with zero prior experience or degree. Entry-level roles like SDR (Sales Development Representative) and BDR (Business Development Rep) pay \$60K–\$100K/yr (source: @RecruitmentPq,

jobhacki.com, @jobhacki, @AramideOyekunle, @thecvcook).

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You get a clear promotion path (SDR → AE → Mid-Market AE), skills that transfer across industries, and the ability to work remotely for global companies.

► **MODULE 04**

## What The Job Actually Does

SDRs and BDRs are responsible for generating leads, qualifying prospects, and booking meetings for Account Executives. You'll use tools like Salesforce, Outreach, and LinkedIn Sales Navigator to research companies, send cold emails, and call potential customers.

You are NOT expected to close deals at first—your job is to get qualified meetings on the calendar for the sales team.

► **MODULE 05**

## Pay Potential — The Real Numbers

Role	Alternate Titles	Typical Pay (Year 1)	Notes
Sales Development Representative (SDR)	Business Development Rep, Sales Associate, Inside Sales Rep, Lead Generation Specialist	\$60K–\$80K	Base + commission; source: X, @RecruitmentPq
Account Executive (AE)	Sales Executive, SMB AE, Mid-Market AE	\$80K–\$120K	Promotion after 12–24 months; source: @techsaleshackz
Customer Success Rep	Client Success Specialist, Customer Account Manager	\$55K–\$75K	Some roles blend sales & support; source: @RemotejobWtessy

# Requirements

Requirement	Details
Degree	Not required (see @RecruitmentPq, @thecvcook)
Experience	Not required for SDR/BDR; companies train from scratch
Location	Many roles are remote (Open Bridge PH, X)
Language	Good English communication (see @RemotejobWtessy)

# Skills Needed

- 1 Clear written and spoken communication
- 2 Ability to research companies and prospects (LinkedIn, Google)
- 3 Persistence and follow-up (multiple touches per lead)
- 4 Basic CRM use (Salesforce, HubSpot, or similar)
- 5 Listening for real buying signals (see 'psychology gap' in source: DARK Psychology)

# Certifications or Licenses

No formal certifications are required for entry-level tech sales roles. However, free badges from Salesforce Trailhead or HubSpot Academy can help your application stand out.

## ▶ MODULE 09

## Beginner Roadmap

- 1 Pick 3–5 real job titles to search: SDR, BDR, Inside Sales Rep, Sales Associate, Lead Generation Specialist.
- 2 Complete 2–3 free modules on Salesforce Trailhead or HubSpot Academy (1–2 hours each).
- 3 Watch 2–3 YouTube videos on 'cold email for SDRs' (see 'COLD EMAIL COPYWRITING & OUTREACH Full Course 2026').
- 4 Set up a LinkedIn profile with your target job title in the headline.
- 5 Apply to at least 10 jobs per week using the keywords from this guide.
- 6 Follow 2–3 tech sales creators on X (e.g. @techsaleshackz, @RecruitmentPq) for live job leads and tips.

## ▶ MODULE 10

## 7-Day Action Plan

- 1 Day 1: Search for 'Sales Development Representative' and 'Business Development Rep' jobs on LinkedIn, Indeed, and Wellfound.
- 2 Day 2: Complete the Salesforce Trailhead 'Salesforce Platform Basics' badge (free, 1 hour).

- 3 Day 3: Write a 3-sentence LinkedIn summary using keywords from this guide.
- 4 Day 4: Watch 'COLD EMAIL COPYWRITING & OUTREACH Full Course 2026' (YouTube, 30–60 min).
- 5 Day 5: Apply to 5 remote SDR/BDR jobs using the copy/paste script below.
- 6 Day 6: Connect with 5 current SDRs or AEs on LinkedIn and ask for a 10-minute chat.
- 7 Day 7: Practice answering the 'Why tech sales?' and 'How do you handle rejection?' questions out loud.

▶ **MODULE 11**

## 30-Day Action Plan

- 1 Apply to 40+ jobs (2 per weekday).
- 2 Schedule 3–5 informational interviews with current SDRs/AEs.
- 3 Complete at least 2 more Trailhead or HubSpot badges.
- 4 Write and send 10 custom cold emails to hiring managers (using the template below).
- 5 Join 1–2 tech sales Slack or Discord communities (e.g. SDR Nation, RevGenius).
- 6 Track every application and follow up after 5 business days if no response.
- 7 Prepare STAR-format stories for common interview questions (see 'Interview Talking Points').

▶ **MODULE 12**

# Insider Secrets & Shortcuts

- 1 Use the 'psychology gap' tactic (from 'The DARK Psychology That Reveals What Your Customers Will ACTUALLY Buy'): In interviews, mention you focus on what prospects actually do—not just what they say. Example: 'I look for the real buying signals, like questions about process, risk, and timeline.'
- 2 Borrow the 'latent to realized pain' question (from '10 DARK PSYCHOLOGY Sales Techniques'): Ask in interviews, 'What happens if this company doesn't improve its sales pipeline in the next 2 years?'—shows you understand real sales psychology.
- 3 Emulate top reps before reinventing (from @techsaleshackz): 'Meet with top reps, emulate what works, then make it your own.' Ask for a shadowing opportunity in your first interview.
- 4 Promotion path hack (from @techsaleshackz): Don't jump jobs too early. Get promoted from SDR to SMB AE to Mid-Market AE for bigger pay jumps and resume credibility.
- 5 Resume keyword shortcut: Use the exact job titles and tools listed in real job ads (Salesforce, Outreach, HubSpot, LinkedIn Sales Navigator) to pass ATS filters.

## ▶ MODULE 13

# Exact Resume Keywords

- 1 Sales Development Representative (SDR)
- 2 Business Development Representative (BDR)
- 3 Lead Generation
- 4 Cold Outreach
- 5 Salesforce

6 HubSpot

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7 LinkedIn Sales Navigator

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8 Pipeline Management

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9 Appointment Setting

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10 CRM

▶ MODULE 14

## Copy/Paste Application Script

▶ MODULE 15

## Interview Talking Points

- 1 Why tech sales? 'I want a role where results are measurable and I can grow fast—tech sales offers both.'

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- 2 How do you handle rejection? 'I see every 'no' as data, not defeat. I track what works and adjust.'

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- 3 What tools have you used? 'I've completed Salesforce Trailhead modules and practiced cold outreach using HubSpot and LinkedIn.'

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- 4 How do you qualify leads? 'I look for real buying signals—questions about process, risk, and timeline, not just stated interest.'

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- 5 What would you do in your first 30 days? 'Shadow top reps, learn the script, and book my first meetings by week two.'

▶ MODULE 16

# Red Flags / Scams To Avoid

## Warning

Avoid any 'sales job' that requires you to pay for training, buy leads, or work on 100% commission with no base salary. Real tech sales jobs (SDR/BDR) pay a base plus commission and are posted by legitimate companies. Watch out for vague job ads or companies that won't name their product.

## ▶ MODULE 17

## Source Notes

*""Tech Sales - companies train you from scratch, no degree needed, \$60K-\$100K/year, 3 months to learn""*

— @RecruitmentPq, X post with 97,441 views






- [1] OpenClaw Multi-Agent Setup for Beginners: How to Build and Connect Subagents (YouTube transcript)
- [2] The DARK Psychology That Reveals What Your Customers Will ACTUALLY Buy (YouTube transcript)
- [3] 10 DARK PSYCHOLOGY Sales Techniques to Sell Anything (Ethically) (YouTube transcript)
- [4] Companies Are Panic Paying for This Skill. Here's How to Get In (YouTube transcript)
- [5] \$1,000,000 AI Automation & Agents Advice for 5 Hours Straight (YouTube transcript)
- [6] I Sold AI Automations for 749 Days: What I Wish I Knew Day 1 (YouTube transcript)
- [7] X posts: @RecruitmentPq, @techsaleshackz, @AramideOyekunle, @thecvcook, @RemotefjobWtessy

## ▶ RESOURCE GUIDE

# Resources, Certifications & Direct Links













Tap straight into search results, certification training, and paid apprenticeships for this path.

## DIRECT SEARCH LINKS

- Indeed — open roles** biggest board 
- LinkedIn Jobs** apply + network 
- ZipRecruiter** 1-click apply 
- Google — near me** local + niche boards 
- Glassdoor — real salaries** verify pay 

## Certifications & Training — direct links

2 free · 4 paid

-  **Salesforce Administrator** Free training, in-demand cert Paid 
-  **ABRET EEG Tech (R. EEG T.)** Neurodiagnostic/EEG tech credential — \$78K+ path, 1-2yr Paid 
-  **CompTIA Security+ / A+ / Network+** IT + cybersecurity entry certs Paid 
-  **Google Career Certificates** IT, data, cyber, UX, PM — no degree Free 
-  **AWS Certified Cloud Practitioner** Cloud entry cert Paid 
-  **HubSpot Academy** Free sales/marketing certs Free 

## Hack

Set a saved-search alert on **Indeed** + **LinkedIn** for this exact term — new roles hit your inbox before they're crowded.








### ▶ TOOL GUIDE

# Tool Stack — Organized by Category

Every tool for this path, grouped by category. Free tools first, paid last. Tap any logo to open it.






## Job Boards

7 free · 0 paid

	<b>Indeed</b>	Largest job board	Free	↗
	<b>LinkedIn Jobs</b>	Jobs + networking	Free	↗
	<b>Remote OK</b>	Remote jobs board	Free	↗
	<b>USAJOBS</b>	Federal government jobs	Free	↗
	<b>We Work Remotely</b>	Remote-only jobs	Free	↗
	<b>Wellfound</b>	Startup + tech jobs	Free	↗
	<b>ZipRecruiter</b>	Quick-apply job board	Free	↗







## Resume & ATS

5 free · 0 paid

	<b>Jobscan</b>	ATS keyword matching	Free	<a href="#">↗</a>
	<b>Kickresume</b>	Templates + AI writer	Free	<a href="#">↗</a>
	<b>Resume Worded</b>	Resume + LinkedIn scoring	Free	<a href="#">↗</a>
	<b>Rezi</b>	AI ATS resume builder	Free	<a href="#">↗</a>
	<b>Teal</b>	Resume builder + job tracker	Free	<a href="#">↗</a>










## AI Assistants

5 free · 1 paid

	<b>ChatGPT</b>	Writing, ideation, prompts, drafts	Free	<a href="#">↗</a>
	<b>Claude</b>	Long docs, reasoning, coding, agents	Free	<a href="#">↗</a>
	<b>Google Gemini</b>	Google-integrated AI	Free	<a href="#">↗</a>
	<b>Perplexity</b>	AI research with live sources	Free	<a href="#">↗</a>
	<b>Poe</b>	Many AI models in one app	Free	<a href="#">↗</a>
	<b>Grok</b>	X-integrated AI	Paid	<a href="#">↗</a>





## Learning & Certifications

6 free · 3 paid

-  **AWS Skill Builder** Free AWS cloud training Free [↗](#)
-  **Coursera** Courses (audit free) Free [↗](#)
-  **freeCodeCamp** Free coding + certs Free [↗](#)
-  **HubSpot Academy** Free sales/marketing certs Free [↗](#)
-  **Professor Messer** Free CompTIA training Free [↗](#)
-  **Salesforce Trailhead** Free Salesforce admin path Free [↗](#)
-  **CompTIA CertMaster** Official A+/Net+/Sec+ prep Paid [↗](#)
-  **Google Career Certificates** Job-ready certs (IT/data/cyber/UX) Paid [↗](#)
-  **Udemy** Cheap skill courses Paid [↗](#)









## Productivity








4 free · 0 paid

-  **Calendly** Booking / scheduling calls Free [↗](#)
-  **Google Sheets** Trackers + light CRM Free [↗](#)
-  **Loom** Screen-record pitches/looms Free [↗](#)
-  **Notion** Docs, dashboards, templates Free [↗](#)

## Content & Video

6 free · 2 paid

	<b>CapCut</b>	Short-form video editing	Free	<a href="#">↗</a>
	<b>CapCut Commerce</b>	UGC ad templates	Free	<a href="#">↗</a>
	<b>Descript</b>	Edit video by editing text	Free	<a href="#">↗</a>
	<b>ElevenLabs</b>	AI voiceover	Free	<a href="#">↗</a>
	<b>HeyGen</b>	AI avatar / UGC video	Free	<a href="#">↗</a>
	<b>OpusClip</b>	AI long-to-short clipping	Free	<a href="#">↗</a>
	<b>Runway</b>	AI video generation	Paid	<a href="#">↗</a>
	<b>Submagic</b>	AI captions + b-roll	Paid	<a href="#">↗</a>

-  **Apollo** B2B lead database + outreach Free [↗](#)
-  **Hunter** Find + verify emails Free [↗](#)
-  **Clay** AI lead enrichment + lists Paid [↗](#)
-  **Instantly** Cold email sending + warmup Paid [↗](#)
-  **Lemlist** Personalized cold outreach Paid [↗](#)
-  **LinkedIn Sales Navigator** Prospecting on LinkedIn Paid [↗](#)
-  **Smartlead** Cold email at scale Paid [↗](#)

**Money tip**  
Stack the **free** tools first. Only pay once a tool is directly making or saving you money.

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## THE JOBHACKI ARSENAL

# This guide is 1% of what members get

The community unlocks the tools that do the heavy lifting for you:



### OmniCut

Upload any video — get back a timestamped, cut-by-cut edit blueprint: hooks, vocal cues, effects and animation calls, all mapped to the viral frameworks behind our own content. You (or your AI editor) just follow the map.



### JobHacki Resume Builder

Our exact one-page, recruiter-tested template — auto-built from your LinkedIn in minutes, exported as an editable doc + PDF.



### JobHacki Readiness Simulator

Paste any job link. Get tested on what the role actually requires, see your readiness score, and get the fastest study path to close the gaps.



### Atlas Directory

Every guide and career path we publish — refreshed by 24/7 AI researchers so you never act on stale info.

[Join the JobHacki Community →](#)

Join free today — founding-member pricing locks in before the tools go paid.

## WHAT EACH TOOL ACTUALLY DOES



### OmniCut

OmniCut watches your entire video the way an elite editor would — every frame, the full transcript, your offer and what you're actually selling — then runs it through the viral frameworks behind our own content. What you get back is a timestamped editing score: your video chopped into 10-second sequences, each with exact vocal cues, audio cues, effect calls and animation directions. Copy a sequence, paste it into Gemini Omni, and generate that cut — then the next, then the next, until the whole edit is done. Runs as a custom GPT inside ChatGPT (you'll need a ChatGPT account), purpose-built for Gemini Omni video editing the day it drops.



### JobHacki Resume Builder

Drop in your LinkedIn (or paste your experience) and it rebuilds everything into the exact one-page format we use: tight summary line, education with the details recruiters scan for, metric-driven experience bullets, and the 10-category skills stack that beats ATS keyword filters. Out comes a polished PDF plus a fully editable doc — change any line later without starting over. Single-industry and multi-industry versions included.



### JobHacki Readiness Simulator

Paste a real job posting link. The simulator breaks down what that role actually demands — skills, tools, terminology, scenarios — and tests you on it: multiple choice, written answers, even voice roleplay for interviews and sales calls. You get a Readiness Score out of 100 across skill match, tool match, communication and interview readiness, plus the exact study plan to close your gaps — linked straight to the guides, certs and resources that fix them.



### Atlas Directory

The full living library: 100+ grounded, step-by-step playbooks across AI businesses, careers, trades, healthcare paths and side income — every one built from people who actually did it, never theory. Our AI researchers monitor hundreds of creators and sources around the clock, so tools, pay data and methods stay current. Search it, filter it, read online or download any guide as a PDF.

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