



⚡ Grounded in 12 sources

# How to Land a Sales Job (Even With Zero Experience)

A no-fluff, step-by-step guide to breaking into sales roles—especially tech sales or SDR jobs—using proven frameworks, insider tactics, and real-world shortcuts that hiring managers actually notice.

📌 **Updated for 2026** 📄 **\$60K+** Typical first-year OTE (On-Target Earnings) for entry-level tech sales jobs

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

▶ **MODULE 01**

# Who This Guide Is For

This guide is for job seekers aiming to land a real, W-2 sales job—especially in tech, SaaS, or business services. If you're new to sales, have no prior experience, or are pivoting from another field (like hospitality or retail), this is for you. It's also for those who want a repeatable, evidence-backed process—not generic advice.

▶ MODULE 02

## Opportunity Snapshot

**\$60,000–\$85,000**

Typical first-year OTE (On-Target Earnings) for entry-level tech sales (SDR/BDR)

**2–6 weeks**

Typical time to first offer (with focused effort)

**SDR, BDR, Account Rep, Sales Associate, Inside Sales Rep, Business Development Rep**

Alternate job titles to search

**No degree required**

Most entry-level roles focus on skills, not diplomas

**Proof: 9 interviews, 6 weeks to first SDR job (Chris Orlob, X)**

Real-world timeline

▶ MODULE 03

# Why This Job Is Worth Looking At

Entry-level sales jobs (especially in tech) are one of the fastest ways to break into high-paying, upwardly-mobile careers without a degree or prior experience. Many top reps started in unrelated fields—valet, retail, hospitality—and ramped up to six figures within 1–2 years (see @techsaleshackz, @Chris\_Orlob).

Sales roles are also remote-friendly, offer clear performance metrics, and have a transparent path to promotions (SDR → AE → Sales Manager).

▶ MODULE 04

## What The Job Actually Does

Entry-level sales jobs are usually called SDR (Sales Development Rep), BDR (Business Development Rep), or Inside Sales Rep. Your job: reach out to potential customers (via email, phone, LinkedIn), qualify leads, book meetings for Account Executives, and follow up on inbound interest.

You're not closing deals at first—you're opening doors and teeing up conversations. Some roles (Account Rep, Sales Associate) may also handle small deals or renewals.

▶ MODULE 05

## Pay Potential — The Real Numbers

**\$60,000–\$85,000**

Typical first-year OTE (On-Target Earnings) for tech SDR/BDR (source: @Chris\_Orlob, Glassdoor, Indeed)

**\$36,000**

First-year base for entry-level SDR (Chris Orlob, X, 12 years ago)

# \$1.63M

Top rep annual earnings after 12 years (Chris Orlob, X)

# Ramp: \$45–55K base + \$15–30K commission

Most entry-level roles (source: LinkedIn, Indeed)

▶ **MODULE 06**

## Requirements

Requirement	Details
Education	No degree required for most SDR/BDR roles
Experience	No prior sales experience needed (see @techsaleshackz valet example)
Location	Many roles are remote or hybrid; some require local presence
Tech	Basic computer skills; familiarity with CRM (Salesforce, HubSpot) is a plus
Language	Professional English; other languages a plus for global roles

▶ **MODULE 07**

# Skills Needed

Skill	Why It Matters
Active Listening	Crucial for understanding client needs (see LRP: Listen, Repeat, Poke)
Clear Communication	You'll be emailing, calling, and messaging daily
Resilience	Rejection is constant—0.7% cold email conversion is typical (source: Get Your First Agency Clients)
Research	Customizing outreach to each company is a major differentiator (@techsaleshackz)
Organization	Tracking leads, follow-ups, and pipeline in CRMs

## ▶ MODULE 08

# Certifications or Licenses

No formal certifications are required for most entry-level sales jobs. However, the following can help you stand out:

- HubSpot Sales Software Certification (free, 2–3 hours)
- Salesforce Trailhead 'Salesforce Fundamentals' (free, 4–6 hours)
- LinkedIn Learning: 'Sales Foundations' (optional, 2–3 hours)

## ▶ MODULE 09

# Beginner Roadmap

1 Pick 2–3 job titles to target: SDR, BDR, Inside Sales Rep, Account Rep.

- 2 List your warm network: past co-workers, friends, family, businesses you frequent (source: Get Your First Agency Clients).
- 3 Research 10 companies hiring for these roles—use LinkedIn, Indeed, and Glassdoor.
- 4 Build a demo portfolio: create a sample outreach sequence or a short video pitch (see 'How to Sell AI Services with Zero Testimonials').
- 5 Customize your resume using exact keywords from job descriptions.
- 6 Send a personalized application script (see below) to hiring managers or recruiters.
- 7 Prepare for interviews using the 'finish line language' technique—focus on outcomes, not just tasks.
- 8 Follow up after every application and interview—track responses in a simple spreadsheet.

▶ **MODULE 10**

## 7-Day Action Plan

- 1 Day 1: Identify 10 companies hiring SDR/BDR roles. Save their job postings.
- 2 Day 2: Research each company—find their product, recent news, and sales team structure.
- 3 Day 3: Draft a demo outreach email or record a 60-second video pitch tailored to one company.
- 4 Day 4: Update your resume with keywords from the job descriptions.
- 5 Day 5: Reach out to 5 people in your warm network who work in sales or at target companies.
- 6 Day 6: Apply to 5–7 jobs using the copy/paste script below. Send your demo as a

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portfolio piece.

- 7 Day 7: Follow up with a short message to each recruiter/hiring manager. Track responses.

▶ **MODULE 11**

## 30-Day Action Plan

- 1 Apply to 30–40 jobs (1–2 per day). Focus on quality, not just quantity.
- 2 Build a simple demo portfolio: create a sample outreach sequence, mock sales call script, or short video pitch for 2–3 target companies.
- 3 Ask for feedback from anyone in your network who works in sales.
- 4 Join a free online sales community (e.g., SDR Nation, Sales Hacker) and attend at least one virtual event.
- 5 Practice the 'puppy dog close' for interviews: let interviewers envision you already in the role (see 'How to Sell AI Services with Zero Testimonials').
- 6 Prepare for common interview questions using the 'finish line language' method—describe the outcomes you'll deliver, not just your process.
- 7 Track all applications, interviews, and follow-ups in a spreadsheet.
- 8 After 30 days, review which approaches got the most responses and double down on those.

▶ **MODULE 12**

## Insider Secrets & Shortcuts

- 1 Use 'finish line language' in interviews—describe the end result you help deliver, not just the steps (source: Marketing & Sales Strategy for Service Based Business).

- 2 Demo portfolios work even if you have zero experience: build a sample outreach sequence or mock sales call for a real company and show it in interviews (source: How to Sell AI Services with Zero Testimonials).

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- 3 Borrow the 'puppy dog close': let the interviewer or hiring manager 'test drive' your skills by giving them a taste of your approach, just like letting someone take a puppy home for a day (source: How to Sell AI Services with Zero Testimonials).

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- 4 Leverage your warm network first—most beginners skip this and go straight to cold outreach, but referrals or intros from people you know have a much higher response rate (source: Get Your First Agency Clients).

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- 5 For research, use the LRP framework: Listen, Repeat, Poke—ask about pain points, repeat what you hear, and gently probe for more detail (source: How to Sign Your First AI Automation Client).

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- 6 If you get rejected for 'lack of experience,' offer to do a short project or call script for free as a demo—this often gets you reconsidered (source: How to Sell AI Services with Zero Testimonials).

▶ **MODULE 13**

# Exact Resume Keywords

Keyword	Why It Matters
Sales Development Representative	Most common entry-level sales job title
Business Development Representative	Alternate title for SDR
Lead Generation	Core function of SDR/BDR roles
Cold Outreach	Shows you understand prospecting
CRM (Salesforce, HubSpot)	Most companies use these tools
Pipeline Management	Key sales skill
Appointment Setting	Main responsibility for SDRs
Quota Achievement	Shows results orientation
Prospecting	Core daily activity
Follow-up	Critical for closing meetings

▶ MODULE 14

## Copy/Paste Application Script

▶ MODULE 15

## Interview Talking Points

- 1 Describe the 'finish line' for the company—what does success look like if you do your job

- 2 Share your demo outreach or video pitch and walk through your process.

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- 3 Use the LRP framework: 'When I researched your company, I noticed X. Can you tell me more about how your team handles Y?'

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- 4 Be honest about lack of experience, but emphasize your learning speed and willingness to do a trial project.

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- 5 Ask about quota, ramp time, and how top reps succeed in their first 90 days.

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- 6 Mention any CRM or sales tool experience, even if self-taught (e.g., Salesforce Trailhead, HubSpot CRM).

► MODULE 16

## Red Flags / Scams To Avoid

### Watch Out For These

Avoid any 'sales job' that requires you to pay upfront for training, buy leads, or work as a 1099 contractor without a base salary. Real SDR/BDR jobs pay a base + commission and are W-2 roles. Be wary of multi-level marketing (MLM), door-to-door sales, or 'business opportunity' pitches disguised as jobs. If the company can't clearly explain their product, pay structure, and team, walk away.

► MODULE 17

## Source Notes

*"The key to landing offers in Tech Sales & really in any role for that matter: Know ur shit about the company you're talking to and show them that you have."*

- [1] Marketing & Sales Strategy for Service Based Business (PROVEN & PROFITABLE)

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- [2] Get Your First Agency Clients as a Beginner (Zero Cold Calling, Zero Ads)

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- [3] How to Sell AI Services with Zero Testimonials (What I Did Instead)

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- [4] How to Sign Your First AI Automation Client (Without Starting an Agency)

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- [5] 5 DARK Psychology Secrets That Make Clients CHASE YOU (Full Masterclass)

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- [6] How to Get Your First \$297Month Client This Week (No Experience Needed)

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- [7] X posts: @techsaleshackz, @Chris\_Orlob, @NYDesperado, @FidelCacheFlow, @BowTiedCetus

▶ 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 ↗



**Salesforce Administrator** Free training, in-demand 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

-  **Indeed** Largest job board Free [↗](#)
-  **LinkedIn Jobs** Jobs + networking Free [↗](#)
-  **Remote OK** Remote jobs board Free [↗](#)
-  **USAJOBS** Federal government jobs Free [↗](#)
-  **We Work Remotely** Remote-only jobs Free [↗](#)
-  **Wellfound** Startup + tech jobs Free [↗](#)
-  **ZipRecruiter** Quick-apply job board Free [↗](#)







## Resume & ATS

5 free · 0 paid

-  **Jobscan** ATS keyword matching Free [↗](#)
-  **Kickresume** Templates + AI writer Free [↗](#)
-  **Resume Worded** Resume + LinkedIn scoring Free [↗](#)
-  **Rezi** AI ATS resume builder Free [↗](#)
-  **Teal** Resume builder + job tracker Free [↗](#)










## 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 [↗](#)

	<b>Apollo</b>	B2B lead database + outreach	Free	<a href="#">↗</a>
	<b>Hunter</b>	Find + verify emails	Free	<a href="#">↗</a>
	<b>Clay</b>	AI lead enrichment + lists	Paid	<a href="#">↗</a>
	<b>Instantly</b>	Cold email sending + warmup	Paid	<a href="#">↗</a>
	<b>Lemlist</b>	Personalized cold outreach	Paid	<a href="#">↗</a>
	<b>LinkedIn Sales Navigator</b>	Prospecting on LinkedIn	Paid	<a href="#">↗</a>
	<b>Smartlead</b>	Cold email at scale	Paid	<a href="#">↗</a>

**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.



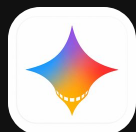
### Atlas Directory

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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