



⚡ Grounded in 6 sources

# Cloud Sales: Land a Real Job Selling the Future of Tech

A grounded, step-by-step guide to landing a real job in cloud sales—covering pay, requirements, and insider tactics that actually get interviews and offers.

📌 **Updated for 2026** 📄 **\$60-90K** Typical starting base salary (source-reported, US, 2024)

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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 who want to break into tech sales, specifically selling cloud software and services. If you're interested in roles like Sales Development Representative (SDR), Business Development Representative (BDR), Account Executive (AE), or Solutions Engineer (SE) at companies offering cloud platforms, this is for you. No prior coding or deep technical experience required—just a willingness to learn, use modern tools, and talk to business clients.

▶ **MODULE 02**

## Opportunity Snapshot

**\$60-90K**

Typical starting base salary (US, source-reported)

**2-6 weeks**

Typical time from first application to offer (for entry-level SDR/BDR roles)

**Salesforce,  
Microsoft, AWS,  
Google Cloud,  
Anthropic**

Major employers hiring cloud sales roles

**SDR, BDR,  
Commercial AE, SE**

Alternate job titles to search

**High**

Demand for cloud sales talent (2024-2026)

▶ **MODULE 03**

# Why This Job Is Worth Looking At

Cloud sales roles pay well, have clear advancement paths, and are in high demand as companies move to cloud-based tools. Entry-level roles like SDR or BDR often require no prior tech sales experience. You can get hired by top companies (Salesforce, AWS, Google Cloud, Anthropic) and move up to six-figure earnings with 1-2 years of experience. Many roles are remote or hybrid, and the skills transfer to other tech sales jobs.

▶ **MODULE 04**

## What The Job Actually Does

Cloud sales jobs focus on selling cloud-based software or services to businesses. In entry-level roles (SDR/BDR), you'll research leads, send outreach emails, make calls, and book meetings for senior sales reps. Account Executives (AEs) run demos and close deals. Solutions Engineers (SEs) support technical questions. You'll use tools like Salesforce CRM, LinkedIn, and sometimes automation platforms (e.g., Make.com, N8N, Anthropic Claude Co-Work) to streamline outreach and follow-up.

▶ **MODULE 05**

## Pay Potential — The Real Numbers

Role	Base Salary (US)	OTE (On-Target Earnings)	Notes
SDR / BDR	\$60-75K	\$70-90K	Entry-level, quota-based bonuses common
Account Executive	\$80-110K	\$120-180K	After 1-2 years, closing deals
Solutions Engineer	\$90-120K	\$110-150K	Technical pre-sales, often requires some IT background

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Source: US job boards and creator transcripts. Entry-level roles (SDR/BDR) commonly start at \$60-75K base, with OTE (base + commission) up to \$90K. Top performers and those who move up can reach \$120K+ within 2 years.

► MODULE 06

## Requirements

Requirement	Details
Education	Bachelor's preferred but not always required (especially for SDR/BDR)
Experience	No prior tech sales experience required for SDR/BDR; AEs/SEs need 1-2 years
Tech Skills	Familiarity with cloud software (Salesforce, Google Workspace, etc.) helpful
Soft Skills	Strong communication, persistence, ability to learn new tools quickly

► MODULE 07

## Skills Needed

- 1 Outbound prospecting (email, LinkedIn, phone)
- 2 CRM usage (Salesforce, HubSpot, etc.)
- 3 Basic understanding of cloud platforms (AWS, Google Cloud, Anthropic Claude, etc.)
- 4 Automation tools (Make.com, N8N, Anthropic Claude Co-Work) for outreach efficiency
- 5 Clear, business-focused communication (avoid technical jargon unless asked)
- 6 Handling objections and qualifying leads

## Certifications or Licenses

Certification	Is it Required?	Where to Get It
Salesforce Trailhead badges	No, but helps	trailhead.salesforce.com
AWS Cloud Practitioner	No, but helps for technical sales	aws.amazon.com/certification
Google Cloud Digital Leader	No, but helps for technical sales	cloud.google.com/certification
No license required	N/A	N/A

## Beginner Roadmap

- 1 Pick 2-3 target companies (e.g., Salesforce, Anthropic, AWS, Google Cloud).
- 2 Sign up for free Salesforce Trailhead modules to learn CRM basics.
- 3 Watch a demo of Anthropic Claude Co-Work or Make.com to understand cloud automation.
- 4 Set up a LinkedIn profile with 'Aspiring Cloud Sales Rep' in your headline.
- 5 Find 5-10 job postings for SDR/BDR roles and note the required keywords.
- 6 Draft a basic outreach email using a template (see below).
- 7 Apply to 3-5 jobs using tailored resumes and the keywords you found.

## 7-Day Action Plan

- 1 Day 1: Research 3 cloud sales companies and list their open SDR/BDR roles.
- 2 Day 2: Complete 2 Salesforce Trailhead badges (CRM basics, Sales fundamentals).
- 3 Day 3: Watch a YouTube demo of Anthropic Claude Co-Work or Make.com in sales.
- 4 Day 4: Update your LinkedIn with cloud sales keywords and connect with 10 current SDRs.
- 5 Day 5: Write a custom resume using exact keywords from real job postings.
- 6 Day 6: Apply to 5 jobs using your tailored resume and the script below.
- 7 Day 7: Follow up with LinkedIn messages to 3 hiring managers or SDR team leads.

## 30-Day Action Plan

- 1 Week 1: Apply to 15+ SDR/BDR jobs at cloud-focused companies.
- 2 Week 2: Complete a mock sales call (record yourself pitching a cloud product).
- 3 Week 3: Learn basics of Make.com or N8N by automating a simple outreach workflow (e.g., sending a templated email to a list).
- 4 Week 4: Reach out to 5 current SDRs/AEs for informational interviews and ask about their day-to-day.
- 5 Ongoing: Track all applications and follow-ups in a Google Sheet.

# Insider Secrets & Shortcuts

- 1 Use Anthropic Claude Co-Work or Make.com to automate repetitive outreach tasks—show this in interviews to stand out. (Source: Anthropic's NEW Claude for Small Business, Make.com Real Money)
- 2 Phrase your value in business outcomes, not technical details. Example: 'My outreach system books 2x more meetings per week using automated follow-ups.' (Source: I Sold AI To 100+ Businesses, And I Found THIS)
- 3 For resume and interviews, use the exact job title variants: SDR, BDR, Commercial AE, SE. (Source: X post @blar51)
- 4 When prepping for interviews, practice explaining cloud tools in plain English—avoid jargon unless asked. (Source: I Sold AI To 100+ Businesses, And I Found THIS)
- 5 If you want to show technical curiosity, set up a basic Make.com or N8N workflow (e.g., auto-log leads from LinkedIn to Google Sheets) and mention this project.
- 6 Avoid overexplaining the tech stack—focus on how your actions drive pipeline and meetings booked.

## ▶ MODULE 13

# Exact Resume Keywords

- 1 Cloud Sales
- 2 Sales Development Representative
- 3 Business Development Representative
- 4 Account Executive
- 5 Solutions Engineer

6 Salesforce CRM

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7 Lead Generation

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8 Outbound Prospecting

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9 Cloud Platforms (AWS, Google Cloud, Anthropic Claude)

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10 Automation Tools (Make.com, N8N, Zapier)

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11 Pipeline Management

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12 Quota Attainment

▶ MODULE 14

## Copy/Paste Application Script

▶ MODULE 15

## Interview Talking Points

- 1 Describe how you use Salesforce or similar CRM to track and follow up with leads.

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- 2 Explain a time you automated a repetitive task (even if just for yourself) using Make.com, N8N, or Anthropic Claude Co-Work.

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- 3 Focus on business outcomes: 'I increased meetings booked by X% using automated follow-ups.'

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- 4 Show you understand cloud platforms at a high level (e.g., 'I know AWS, Google Cloud, and Anthropic Claude help businesses scale without on-premise servers.').

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- 5 Ask about the team's favorite sales automation tools—show curiosity.

## Red Flags / Scams To Avoid

### Warning

Avoid any 'cloud sales' job that asks for upfront fees, requires you to recruit others, or promises 'guaranteed' six-figure earnings with no base salary. Real cloud sales jobs at companies like Salesforce, AWS, or Anthropic pay a base salary and are listed on official company career pages or LinkedIn.

## Source Notes

*"If you can start focusing on the deliverables or the outputs of your system, aka my system saves you this time or makes you this money and ignore the technical implementation details unless when they're explicitly requested by a client... you're going to win because you're going to speak the same language that clients expect."*

— I Sold AI To 100+ Businesses, And I Found THIS

[1] Anthropic's NEW Claude for Small Business | Absolute Beginner Tutorial

[2] How to Automate Sales Emails & Follow-ups With AI (No Coding!)

[3] Make.com But For People Who Want To 'Make' Real Money

[4] I Built a \$1M/y SaaS with Claude Code, Here's How







[5] I Sold AI To 100+ Businesses, And I Found THIS

[6] X post @blar51

# 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 
- Wellfound (startups)** startup roles 

## Certifications & Training — direct links

2 free · 4 paid

-  **AWS Certified Cloud Practitioner** Cloud entry cert 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 
-  **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.




### Outreach & Sales

2 free · 5 paid

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








## CRM

1 free · 2 paid

-  **HubSpot CRM** Free CRM + pipeline Free [↗](#)
-  **Close** CRM built for calling Paid [↗](#)
-  **Pipedrive** Sales pipeline CRM Paid [↗](#)







## 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 [↗](#)





## 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>

## Productivity

4 free · 0 paid

	<b>Calendly</b>	Booking / scheduling calls	Free	<a href="#">↗</a>
	<b>Google Sheets</b>	Trackers + light CRM	Free	<a href="#">↗</a>
	<b>Loom</b>	Screen-record pitches/looms	Free	<a href="#">↗</a>
	<b>Notion</b>	Docs, dashboards, templates	Free	<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.



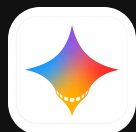
### Atlas Directory

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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