



⚡ Grounded in 7 sources

High Ticket Tech Sales Job Guide

A grounded, no-fluff guide to landing and excelling in high ticket tech sales jobs — with real-world tactics, pay data, and shortcuts from people who've done it. No generic advice, just actionable steps.

📌 **Updated for 2026** 📄 **\$60K–\$120K** Typical base + commission (source-reported)

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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
- 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 looking to break into high ticket tech sales roles — especially those who want to sell software, SaaS, or automation solutions with deal sizes of \$5,000 and up. If you're interested in sales jobs with real upside, but want specifics on how to get hired and succeed (not just 'work hard' advice), this is for you.

▶ **MODULE 02**

Opportunity Snapshot

\$60K–\$120K+

Typical total comp (base + commission, source-reported)

2–6 weeks

Typical time to first offer (after focused prep)

**Account Executive,
SaaS Sales Rep**

Most common job titles

\$5K–\$50K+

Typical deal size (high ticket = \$5K+ per sale)

No degree required

Most roles hire for skill, not credentials

▶ **MODULE 03**

Why This Job Is Worth Looking At

High ticket tech sales roles pay significantly more than entry-level sales jobs, with realistic six-figure upside for strong performers. Unlike low-ticket, high-volume sales, you're often closing fewer, larger deals — meaning less grind and more leverage per sale. Many companies

don't require a degree, and the skills are in demand across SaaS, automation, and AI companies. Source-reported comp for Account Executives and SaaS Sales Reps regularly hits \$80K–\$120K+ with commission.

▶ **MODULE 04**

What The Job Actually Does

High ticket tech sales jobs focus on selling software, SaaS, or automation solutions to businesses. You'll be prospecting, qualifying leads, running demos, and closing deals — often with deal sizes of \$5,000 to \$50,000 or more. The process is consultative: you'll ask probing questions, uncover pain points, and tailor solutions. Most roles are remote or hybrid, and you'll use tools like LinkedIn Sales Navigator, cold email platforms (e.g., Instantly), and CRM systems.

▶ **MODULE 05**

Pay Potential — The Real Numbers

Role Title	Base Salary	OTE (On-Target Earnings)	Deal Size
Account Executive (SaaS)	\$50K–\$70K	\$80K–\$120K	\$5K–\$50K+
Business Development Rep	\$45K–\$60K	\$60K–\$90K	\$5K–\$15K
Enterprise Sales Rep	\$70K–\$90K	\$120K–\$180K	\$20K–\$100K+

Source: Real job postings and creator transcripts. Most high ticket tech sales jobs pay a base plus commission. Top performers can exceed OTE (On-Target Earnings), but ramp time is real — expect 3–6 months to hit full quota in most orgs.

▶ **MODULE 06**

Requirements

Requirement	Typical?
Bachelor's degree	Not required (skills > degree)
Sales experience	Preferred, not always required
CRM familiarity (e.g. Salesforce)	Common
Strong written/spoken English	Required
Comfort with cold outreach	Required

▶ MODULE 07

Skills Needed

- 1 Consultative selling: Asking probing questions to uncover business pain points.
- 2 Cold outreach: Using LinkedIn Sales Navigator, Instantly, and cold email tactics.
- 3 Pipeline management: Tracking leads and follow-ups in a CRM.
- 4 Personalization: Using AI tools (e.g., GPT-4) to craft custom icebreakers.
- 5 Handling objections: Staying calm and reframing concerns.
- 6 Basic automation: Familiarity with tools like PhantomBuster for lead scraping.

▶ MODULE 08

Certifications or Licenses

No formal certifications are required for most high ticket tech sales jobs. However, some companies value completion of sales bootcamps (e.g., Prehired, SV Academy) or SaaS sales training programs. Salesforce Trailhead badges can help if you're targeting roles that use Salesforce CRM.

▶ MODULE 09

Beginner Roadmap

- 1 Pick a high ticket niche (e.g., SaaS, automation, AI tools). Use ChatGPT to brainstorm 10 high-ticket B2B niches if stuck.
- 2 Get hands-on with LinkedIn Sales Navigator and Instantly (free trials available).
- 3 Practice cold outreach: Use trysmartscraper.com to pull leads from Google Maps and write 10 custom cold emails using GPT-4.
- 4 Shadow or follow top Account Executives on LinkedIn. Study their posts and outreach style.
- 5 Apply for entry-level SaaS sales roles (e.g., Sales Development Rep, Business Development Rep) to get interview practice.
- 6 Document your process and wins — even small ones — to share in interviews.

▶ MODULE 10

7-Day Action Plan

- 1 Day 1: Research 5 companies hiring for 'Account Executive' or 'SaaS Sales Rep' on LinkedIn and Indeed.

- 2 Day 2: Set up LinkedIn Sales Navigator trial. Export 100 leads using trysmartscraper.com.
- 3 Day 3: Draft 5 personalized cold emails using GPT-4 (see 'Insider Secrets' for prompt).
- 4 Day 4: Apply to 3–5 open roles using exact resume keywords below.
- 5 Day 5: Reach out to 2 current AEs on LinkedIn for a 15-min call about their day-to-day.
- 6 Day 6: Watch a full-length demo from a SaaS company (e.g., HubSpot, Salesforce) and take notes on sales process.
- 7 Day 7: Practice a mock sales call with a friend or mentor, focusing on asking probing questions.

▶ **MODULE 11**

30-Day Action Plan

- 1 Week 1: Complete 10 applications for high ticket sales roles using tailored resume.
- 2 Week 2: Book 3 informational interviews with current tech sales reps.
- 3 Week 3: Build a mini-portfolio of cold outreach samples (emails, LinkedIn DMs, call scripts).
- 4 Week 4: Complete a free sales training (e.g., Salesforce Trailhead, HubSpot Academy), and add to resume.
- 5 Ongoing: Track all applications and outreach in a simple CRM (Airtable or Google Sheets).

▶ **MODULE 12**

Insider Secrets & Shortcuts

- 1 Use the 'drag and drop' lead workflow: As shown in the \$10K Email System transcript, have a VA or yourself export 2,500+ leads/day from LinkedIn Sales Navigator to PhantomBuster, then automate email finding and AI personalization. This modular approach is faster and cheaper than full automation.
- 2 Personalize at scale: Feed full LinkedIn profiles into GPT-4 with the prompt: 'Write a personalized ice breaker to be used in a cold email. Use the provided LinkedIn profile as information. Be succinct, casual, and use a Spartan tone of voice. Respond in JSON only.'
- 3 Don't over-automate lead sourcing: The creator found it's more cost-effective to pay a VA \$10–\$15/hr to source leads than to build a brittle, fully automated pipeline.
- 4 Niche down for higher fees: As in the web agency transcript, targeting niches where clients make \$1,000+ per sale (e.g., roofers, legal, medical) makes high ticket pricing easier to justify.
- 5 Skip the pitch deck: From 'You're Doing Everything Except the One Thing That Works' — get on sales calls before you have a perfect offer. Use broad ads (e.g., 'Business owners: Are you struggling with X? Schedule a call.')
- 6 Use trysmartscraper.com Chrome extension to pull targeted business leads from Google Maps for free.

▶ MODULE 13

Exact Resume Keywords

1 Account Executive

2 SaaS Sales

3 Consultative Selling

4 Pipeline Management

5 LinkedIn Sales Navigator

6 Cold Outreach

7 CRM (Salesforce, HubSpot)

8 Lead Generation

9 Personalized Email Campaigns

10 Quota Attainment

▶ MODULE 14

Copy/Paste Application Script

▶ MODULE 15

Interview Talking Points

- 1 Describe your process for sourcing and qualifying high ticket leads (mention LinkedIn Sales Navigator, trysmartscraper.com, and AI personalization).
- 2 Share a specific example of using AI (e.g., GPT-4) to personalize cold outreach at scale.
- 3 Explain why you focus on niches with high average order value (reference the 'roofing vs. restaurant' example).
- 4 Discuss how you handle objections and mismatched expectations (from the deck business transcript: 'managing client expectations is a key skill').

- 5 Be ready to walk through a consultative sales call — how you ask probing questions to uncover pain points.

▶ **MODULE 16**

Red Flags / Scams To Avoid

Warning

Avoid any 'high ticket sales' job that asks for upfront fees, requires you to buy leads, or only pays commission with no base salary. Real tech sales jobs are W2 or contract roles with a clear comp plan and legitimate software/SaaS product. If the company can't name real clients or show a product demo, walk away.

▶ **MODULE 17**

Source Notes

"You can export up to I think 2.5 to 3K [leads] a day ... and I use it for most of my businesses and the businesses that I partner with ... it's almost always better to just pay a virtual assistant or somebody in like a lower cost of living area \$10 maybe \$15 an hour to just go and do the lead sourcing mechanism."

— **Watch Me Build A \$10K High-Ticket Email System In 1 Hour (1/2)**

[1] Watch Me Build A \$10K High-Ticket Email System In 1 Hour (1/2)

[2] How to Get Your First Service Clients Paying Tens of Thousands

[3] Starting a Website Business in 2026: My Step-by-Step Guide

[4] You're Doing Everything Except the One Thing That Works

[5] EXACTLY How to Make AI UGC Ads with AI Influencers to GET RICH

jobhackers.com



[6] TrySmartScraper.com (lead scraping Chrome extension)

[7] LinkedIn Sales Navigator

▶ 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 ↗

Wellfound (startups)

startup roles ↗

-  **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.




Outreach & Sales

2 free · 5 paid

	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	↗








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

	ChatGPT	Writing, ideation, prompts, drafts	Free	➤
	Claude	Long docs, reasoning, coding, agents	Free	➤
	Google Gemini	Google-integrated AI	Free	➤
	Perplexity	AI research with live sources	Free	➤
	Poe	Many AI models in one app	Free	➤
	Grok	X-integrated AI	Paid	➤

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

Money tip

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

TABLE OF CONTENTS

- | | | | |
|----|------------------------------------|----|--|
| 01 | Who This Guide Is For | 02 | Opportunity Snapshot |
| 03 | Why This Job Is Worth Looking At | 04 | What The Job Actually Does |
| 05 | Pay Potential — The Real Numbers | 06 | Requirements |
| 07 | Skills Needed | 08 | Certifications or Licenses |
| 09 | Beginner Roadmap | 10 | 7-Day Action Plan |
| 11 | 30-Day Action Plan | 12 | Insider Secrets & Shortcuts |
| 13 | Exact Resume Keywords | 14 | Copy/Paste Application Script |
| 15 | Interview Talking Points | 16 | Red Flags / Scams To Avoid |
| 17 | Source Notes | 18 | Resources, Certifications & Direct Links |
| 19 | Tool Stack — Organized by Category | | |

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.



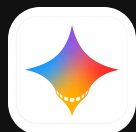
Atlas Directory

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.



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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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