



⚡ Grounded in 8 sources

Software Sales

A grounded, inside look at landing a real job in software sales—even if you have no tech background. Get the exact steps, scripts, and shortcuts top earners use to break in and ramp up fast.

📌 Updated for 2026

💰 **\$60K–\$110K** Typical base+commission for entry/mid-level SaaS sales (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 who want to break into software sales roles at real companies—no agency building, no 'start your own business' hustle. If you want a hireable job title, a W-2 or contract paycheck, and a clear path to \$60K+ in tech, this is for you. No coding or deep tech skills required.

▶ **MODULE 02**

Opportunity Snapshot

\$60K–\$110K

Typical total comp (base + commission) for entry/mid-level SaaS sales (Glassdoor, LinkedIn, creator sources)

2–4 weeks

Typical ramp time to first interviews (with focused outreach and scripts)

No degree required

Most roles hire for communication & hustle, not diplomas

**HighLevel,
Salesforce, HubSpot**

Top platforms hiring for sales roles (source: creator transcripts, job boards)

▶ **MODULE 03**

Why This Job Is Worth Looking At

Software sales is one of the few fields where you can earn \$60K–\$110K+ in your first year without a technical degree or years of experience. Many companies (especially SaaS and AI tools) hire for potential and train you on the product. Realistic ramp to six figures is 12–24 months for top performers.

The work is remote-friendly, in-demand, and offers clear promotion paths (SDR → AE → Sales Manager). If you want a job with real upside and transferable skills, this is a proven path.

▶ **MODULE 04**

What The Job Actually Does

Software sales reps help companies sell SaaS products to other businesses (B2B) or consumers (B2C). Day-to-day, you'll be:

- Reaching out to leads (email, LinkedIn, phone)
- Running product demos or discovery calls
- Explaining how the software solves real business problems (e.g., automating client follow-up, booking, or sales tasks)
- Following up and closing deals
- Using CRM tools (like Salesforce or HubSpot) to track pipeline and activity

You're not coding or building products—you're the bridge between the software and the customer.

▶ **MODULE 05**

Pay Potential — The Real Numbers

Role	Base Salary	On-Target Earnings (OTE)	Notes
Sales Development Rep (SDR)	\$40K– \$55K	\$60K–\$80K	Entry-level, prospecting focus
Account Executive (AE)	\$55K– \$75K	\$80K–\$110K	Closes deals, higher commission
Business Development Rep (BDR)	\$45K– \$60K	\$65K–\$90K	Similar to SDR, sometimes outbound only
Inside Sales Rep	\$50K– \$65K	\$70K–\$100K	Handles inbound leads, less cold outreach

Source: Glassdoor, LinkedIn, creator transcripts. Top performers can exceed OTE, but most new hires start in the \$60K–\$80K range (base + commission).

► MODULE 06

Requirements

Requirement	Details
Education	No degree required for most entry-level roles
Experience	Customer service, retail, or any sales experience helps but not required
Tech Skills	Basic CRM usage (Salesforce, HubSpot, or HighLevel)
Communication	Clear written and verbal skills are a must

Skills Needed

- 1 Active listening and asking the right questions

- 2 Clear, concise communication (email, phone, Zoom)

- 3 Basic CRM navigation (Salesforce, HubSpot, HighLevel)

- 4 Ability to explain software benefits in plain English

- 5 Resilience—handling rejection and following up

Certifications or Licenses

Certification	Provider	Notes
Salesforce Sales Development Rep Certification	Salesforce Trailhead	Free, self-paced, recognized by employers
HubSpot Sales Software Certification	HubSpot Academy	Free, covers inbound sales and CRM
No license required	-	Most entry-level roles do not require a license

Beginner Roadmap

- 1 Pick 1–2 job titles to target (see list below) and search them on LinkedIn, Indeed, and company career pages.
- 2 Complete a free CRM certification (Salesforce Trailhead or HubSpot Academy).
- 3 Make a list of 20–30 SaaS companies hiring for SDR/AE roles (use keywords: 'remote', 'entry-level', 'no degree').
- 4 Draft a short, direct outreach message (see script below).
- 5 Apply to 5–10 roles per week and send a direct LinkedIn message to the hiring manager or team lead.
- 6 Prepare for interviews by practicing your story: why you want tech sales, how you communicate value, and how you handle rejection.
- 7 Track your applications and follow up weekly.

▶ MODULE 10

7-Day Action Plan

- 1 Day 1: Research and list 10–15 SaaS companies hiring SDRs/AEs (start with HighLevel, Salesforce, HubSpot, and fast-growing AI tools).
- 2 Day 2: Complete the Salesforce or HubSpot sales certification (2–3 hours).
- 3 Day 3: Update your resume with CRM keywords and any customer-facing experience.
- 4 Day 4: Draft your copy/paste outreach script (see below).
- 5 Day 5: Apply to 5 jobs and send LinkedIn messages to hiring managers.
- 6 Day 6: Practice a 60-second pitch on why you want to work in software sales.

- 7 Day 7: Follow up with anyone who replied and schedule screening calls.

▶ **MODULE 11**

30-Day Action Plan

- 1 Week 1: Apply to 20+ jobs, focus on companies using HighLevel, Salesforce, or HubSpot.
- 2 Week 2: Reach out to 10 people in your warm network who work in tech or sales (ask for referrals or advice).
- 3 Week 3: Schedule at least 3 informational interviews with current SDRs/AEs.
- 4 Week 4: Prepare for interviews by reviewing common SaaS sales questions and practicing your answers.
- 5 Ongoing: Track all applications and follow-ups in a simple spreadsheet or CRM.

▶ **MODULE 12**

Insider Secrets & Shortcuts

- 1 Use the 'warm network' hack: Start by listing every business you frequent or know (barber, dentist, local shops) and ask if they use any software for bookings or marketing—this gives you real conversation starters in interviews. (Source: 'Get Your First Agency Clients as a Beginner')
- 2 Learn the '7114 Rule' from Google: Before a customer buys, they need 7 hours of engagement across 11 touchpoints in 4 places. In interviews, mention you understand modern sales requires multi-channel persistence—not just cold calls. (Source: 'My 7 Favorite Marketing Strategies for Getting Clients')

- 3 Practice with real tools: Sign up for a free trial of HighLevel or HubSpot and walk through setting up a demo account. Mention this hands-on experience in your resume and interviews—it stands out vs. theory. (Source: multiple transcripts)

- 4 Avoid cold email burnout: Cold email response rates are <1%. Instead, use LinkedIn to connect with hiring managers and send a short, specific message referencing their product or recent news. (Source: 'Get Your First Agency Clients as a Beginner')

- 5 Mention 'automated omnipresence' in interviews: Show you know how modern sales uses automation and content to stay top-of-mind, not just brute-force outreach. (Source: 'My 7 Favorite Marketing Strategies for Getting Clients')

▶ **MODULE 13**

Exact Resume Keywords

- 1 Sales Development Representative (SDR)

- 2 Account Executive (AE)

- 3 Business Development Representative (BDR)

- 4 Inside Sales

- 5 CRM: Salesforce, HubSpot, HighLevel

- 6 Lead generation

- 7 Outbound prospecting

- 8 Pipeline management

- 9 Product demos

- 10 Customer relationship management

Copy/Paste Application Script

Interview Talking Points

- 1 Explain how you've used CRM tools (even in a free trial or training environment).
- 2 Describe a time you solved a problem for a customer or coworker—focus on communication and follow-up.
- 3 Show you understand the sales process: prospecting, discovery, demo, follow-up, close.
- 4 Reference the '7114 Rule' and how you'd approach multi-channel outreach.
- 5 Ask about the company's sales tech stack and onboarding process.

Red Flags / Scams To Avoid

Common Pitfalls

Beware of roles that require you to pay for training, buy leads, or work on 100% commission with no base salary—these are rarely legitimate entry points. Real SaaS companies pay a base + commission and provide training. Avoid any 'job' that sounds like starting your own agency or requires you to recruit others.

Source Notes

“Most of the services that you’re going to offer are copy and paste automations inside software like HighLevel. You set it up once, the software runs it automatically, and the business owner pays you \$300 to \$500 a month because it helps them make more money.”

— **Get Your First Agency Clients as a Beginner (Zero Cold Calling, Zero Ads)**

- [1] How to Get Paid Every Month for Connecting Local Business Clients to ONE Software
- [2] How to Start a Digital Marketing Agency in 2026 (No Experience or Money Needed)
- [3] The Easiest Way to Start an Agency (Even If You Know Nothing About Marketing)
- [4] My 7 Favorite Marketing Strategies for Getting Clients (Not Chasing Them)
- [5] Get Your First Agency Clients as a Beginner (Zero Cold Calling, Zero Ads)
- [6] How To Make Money by Building Simple Apps for Businesses (AI + No-Code)
- [7] X posts: @NotASalesGuru, @TechSalesMerc, @risedigitech
- [8] Glassdoor, LinkedIn job postings

▶ 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 ↗

jobhacki.com · @jobhacki
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



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.

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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.

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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.



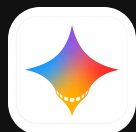
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Every guide and career path we publish — refreshed by 24/7 AI researchers so you never act on stale info.

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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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