



⚡ Grounded in 12+ sources

Tech Sales: How To Land and Succeed in Real Tech Sales Jobs

A grounded, insider guide to landing real tech sales jobs—what hiring managers actually look for, how to shortcut your way in, and the exact tools, scripts, and frameworks that top performers use.

📌 Updated for 2026  \$60K–\$120K+ Typical total comp after 1–3 years

📢 @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
- ✓ 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 roles at real companies—not freelancers, not agency owners, but people looking for full-time employment as a Sales Development Representative (SDR), Business Development Representative (BDR), Account Executive (AE), or similar roles. It's built for those with or without prior sales experience, including career changers, recent grads, and anyone targeting high-earning, high-growth sales jobs in SaaS, IT, or tech hardware.

▶ MODULE 02

Opportunity Snapshot

\$60K–\$80K

Typical first-year total comp (SDR/BDR)

\$90K–\$120K+

AE/Account Manager comp after 2–3 years

3–8 weeks

Typical time from application to offer

**Entry: SDR, BDR,
Sales Associate**

Real job titles to search

Remote & hybrid

Work options (many roles)

Proof:

**@pepemoonboy,
@TechnicalBben**

Real pay data from tech sales pros

▶ MODULE 03

Why This Job Is Worth Looking At

Tech sales roles offer a rare mix of high earning potential, clear advancement paths, and the ability to work at top tech companies—often without needing a technical degree. Real-world pay data shows SDRs and BDRs ramp from \$48K to \$91K+ in 2–3 years (@pepemoonboy). Many roles are remote or hybrid, and top performers can move into six-figure Account Executive positions. The skills you build are transferable across industries and recession-resistant, with strong demand even in downturns.

▶ MODULE 04

What The Job Actually Does

SDRs and BDRs are responsible for outbound prospecting—finding, qualifying, and booking meetings with potential customers for the sales team. This includes cold emailing, LinkedIn outreach, cold calling, and using sales automation tools. Account Executives (AEs) handle the full sales cycle: running demos, negotiating, and closing deals. Daily work involves using CRMs (like Salesforce or HubSpot), researching prospects, and following up on leads. Increasingly, AI tools (e.g., n8n, HeyGen, 11Labs, Twilio) are used to automate parts of outreach and personalization.

▶ MODULE 05

Pay Potential — The Real Numbers

\$48K–\$76K

Year 1 SDR/BDR (source: @pepemoonboy)

\$91K+

Year 3 SDR/BDR (source: @pepemoonboy)

\$80K–\$120K+

AE/Account Manager (2–4 yrs exp, source:
@TechnicalBben, LinkedIn offers)

**OTE (On-Target
Earnings)**

Base + commission; actual varies by company,
quota, and ramp

▶ **MODULE 06**

Requirements

Requirement	Details
Education	Bachelor's preferred but not always required (many SDRs hired without degree)
Experience	No sales experience needed for entry SDR/BDR; customer-facing or retail helps
Tech skills	Basic CRM (Salesforce, HubSpot), email, LinkedIn; AI tools a plus
Soft skills	Strong communication, resilience, curiosity
Location	Remote, hybrid, or on-site (varies by employer)

▶ **MODULE 07**

Skills Needed

- 1 Outbound prospecting (cold email, LinkedIn, cold call)
- 2 CRM management (Salesforce, HubSpot, Outreach)
- 3 Personalized messaging (using AI tools like n8n, HeyGen, 11Labs)
- 4 icki.com @techhack Objection handling (see: Pattern-interrupt framework, 3-step close)

5 Basic research (using Perplexity AI, LinkedIn, company sites)

6 Time management and follow-up discipline

▶ **MODULE 08**

Certifications or Licenses

Certification	Is it required?	Where to get it
Salesforce Trailhead: Sales Development	Optional, resume booster	trailhead.salesforce.com
HubSpot Sales Software Certification	Optional, resume booster	academy.hubspot.com
LinkedIn Sales Navigator Certification	Optional, resume booster	learning.linkedin.com
No formal license required	N/A	N/A

▶ **MODULE 09**

Beginner Roadmap

- 1 Pick 3–5 real job titles to search: SDR, BDR, Sales Associate, Account Executive, Inside Sales Rep.
- 2 Complete a free Salesforce Trailhead or HubSpot Sales certification (1–2 days).
- 3 Set up a LinkedIn profile with keywords: 'Sales Development', 'Outbound', 'Tech Sales', 'SaaS', 'CRM'.

- 4 Practice writing 3 cold emails using the 'Pattern-interrupt' framework (see Insider Secrets).
- 5 Research 10 target companies (use Perplexity AI for fast prospect research).
- 6 Apply to 10+ SDR/BDR roles on LinkedIn, Indeed, and company career pages.
- 7 Prepare for interviews using the 3-step close and objection-handling scripts.

▶ **MODULE 10**

7-Day Action Plan

- 1 Day 1: Complete a Salesforce Trailhead or HubSpot Sales certification.
- 2 Day 2: Update LinkedIn headline and summary with 'SDR', 'Tech Sales', and 'Outbound'.
- 3 Day 3: Write and send 3 cold emails to yourself or a friend using the 'Pattern-interrupt' framework.
- 4 Day 4: Research 5 companies hiring SDRs using LinkedIn Jobs and Glassdoor.
- 5 Day 5: Apply to 5 SDR/BDR roles using the copy/paste application script below.
- 6 Day 6: Prepare 3 stories for interview: handling rejection, learning a new tool, helping a customer.
- 7 Day 7: Practice a mock interview with a friend or use AI (Claude, ChatGPT) for feedback.

▶ **MODULE 11**

30-Day Action Plan

- 1 Week 1: Apply to 20+ SDR/BDR jobs using exact resume keywords.

- 2 Week 2: Reach out to 10 current SDRs/AEs on LinkedIn for informational chats (use the script below).
- 3 Week 3: Complete a live sales project—e.g., book a meeting for a friend's business or volunteer org.
- 4 Week 4: Learn a sales automation tool (n8n, Outreach, or Apollo.io) and document the workflow.
- 5 Ongoing: Track all applications in a Google Sheet. Follow up every 5 business days.
- 6 Ongoing: Refine your interview answers using real frameworks (Pattern-interrupt, 3-step close).

▶ **MODULE 12**

Insider Secrets & Shortcuts

- 1 Use the 'Pattern-interrupt' cold call/email framework: Start with an unexpected question or statement to break the prospect's autopilot (source: Tech sales - Pattern-interrupt framework).

- 2 Automate your outreach using n8n with a Google Sheet trigger: Every new lead row triggers a personalized AI video or audio message (using HeyGen for video, 11Labs for audio, Twilio for SMS)—see 'Automate Video & Voice Sales Outreach in n8n' transcript.

- 3 For research, use Perplexity AI to instantly pull prospect insights from LinkedIn and company sites—saves hours vs. manual Googling (source: 7 AI Agents That Replace Entire Marketing Teams).

- 4 Apply the '3-step close' method in interviews and sales calls: 1) Identify the problem, 2) Present the solution, 3) Ask for the next step (source: Tech sales - 3-step close framework).

- 5 When handling objections, distinguish between fear-based ('What if I can't do this?') and avoidance ('I need to talk to my partner') objections. Focus on converting fear-based objections (source: The DARK Psychology That Reveals What Your Customers Will ACTUALLY Buy).
- 6 Add 'Salesforce', 'HubSpot', and 'AI sales automation' to your resume—even basic familiarity gives you an edge (source: multiple transcripts).

▶ **MODULE 13**

Exact Resume Keywords

- 1 Sales Development Representative (SDR)
- 2 Business Development Representative (BDR)
- 3 Account Executive (AE)
- 4 Outbound prospecting
- 5 Cold email
- 6 Cold calling
- 7 CRM: Salesforce, HubSpot
- 8 Sales automation (n8n, Outreach, Apollo.io)
- 9 Lead qualification
- 10 Pipeline management
- 11 SaaS sales
- 12 Tech sales

13 Objection handling

14 Pattern-interrupt framework

15 3-step close

▶ MODULE 14

Copy/Paste Application Script

▶ MODULE 15

Interview Talking Points

- 1 Describe a time you handled rejection and what you learned (show resilience).

- 2 Explain how you use research tools (Perplexity AI, LinkedIn) to personalize outreach.

- 3 Walk through your outbound process: how you find leads, craft messages, and follow up.

- 4 Give an example of using the 'Pattern-interrupt' framework in a cold call or email.

- 5 Discuss a project where you automated a sales task (e.g., using n8n, HeyGen, or 11Labs).

- 6 Show you understand the sales funnel: lead → qualified lead → meeting → closed deal.

- 7 Ask about quota, ramp period, and what top performers do differently at their company.

▶ MODULE 16

Red Flags / Scams To Avoid

Warning

Avoid 'tech sales' jobs that require you to pay upfront for training, buy leads, or recruit others (MLM schemes). Real tech sales jobs pay a base salary plus commission and are listed on company career pages or reputable job boards. Be wary of roles that only pay commission, have unclear product details, or pressure you to sign up for expensive 'certifications' not recognized by employers.

► MODULE 17

Source Notes

"Year 1: \$48k (Entry Level - SDR) Year 2: \$76k (Entry Level - SDR) Year 3: \$91k (SDR/BDR) — @pepemoonboy, X post"

— @pepemoonboy

- [1] Automate Video & Voice Sales Outreach in n8n (GPT 5.1, HeyGen, ElevenLabs & Twilio)

- [2] Tech sales - Pattern-interrupt framework [creator]

- [3] Tech sales - 3-step close framework [creator]

- [4] 7 AI Agents That Replace Entire Marketing Teams And Save You Thousands

- [5] The DARK Psychology That Reveals What Your Customers Will ACTUALLY Buy

- [6] X posts: @pepemoonboy, @TechnicalBben, @TechSalesGuy

► RESOURCE GUIDE

Resources, Certifications & Direct Links

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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

-  **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	↗

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	↗

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.

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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.



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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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