

Junior Digital Sales at [SpeedForce.AI](#)

Product: ATS (Applicant Tracking System) – SaaS for HR

Industry: HR Tech / Software

Location: Remote

Let Us Build The Infrastructure For Your Success

Want to bring your sales skills into a fast-moving AI startup with real growth potential? Looking for a role where you can upsell a smart hiring solution and directly shape how companies recruit?

We're [SpeedForce.AI](#), an AI company building a smarter, faster hiring system. Our product helps businesses streamline their recruitment process, saving time and improving hiring decisions.

We're growing fast and looking for a **Sales - Digital Sales** professional who thrives on data-driven decision-making and has a strong digital sales focus. If you excel at leveraging digital tools, platforms, and data analytics to optimise sales processes, this is the role for you. You'll be at the forefront of driving the adoption of our AI-powered recruitment product, using your expertise to enhance our digital outreach, measure performance, and achieve sales targets.

Job Requirements and Experience

Sales at SpeedForce.AI means knowing the product and thinking creatively to connect with SME clients. Your content and outreach need to be sharp, engaging and relevant to their needs.

We're looking for someone who is sales-focused, solution-oriented and motivated by results. You'll bring our AI product to life in the market and help our clients improve their hiring.

You need to be self-driven, able to manage your time with flexibility, open to collaboration, and willing to step out of your comfort zone to grow. This role is hands-on and you'll have direct impact from day one.

Key Responsibilities

- Lead digital sales initiatives, driving outreach, engagement, and conversion through digital channels (email, social media, webinars, etc.)
- Analyse customer data to identify trends, opportunities, and sales strategies that optimise conversions and revenue.
- Use CRM and sales tools to track leads, manage outreach campaigns, and measure sales performance.

- Collaborate with the marketing team to align digital strategies, ensuring content and campaigns resonate with target audiences.
- Focus on lead nurturing through automated campaigns, retargeting, and customer journey analysis.
- Develop and deliver virtual sales presentations and product demos to prospects, ensuring tailored solutions based on data insights.
- Constantly analyse digital sales metrics and adjust strategies to improve performance and close rates.
- Provide feedback to the product and marketing teams to improve the product and sales processes.
- Work towards sales targets and KPIs, with a focus on efficiency and results through digital methods.

Requirements

- 3–5 years of experience in digital sales, ideally within SaaS or tech industries.
- Strong proficiency in CRM tools (HubSpot, Salesforce, etc.), digital outreach platforms, and data analysis tools (Google Analytics, Excel, etc.).
- Experience with sales automation and digital lead generation techniques (email campaigns, LinkedIn outreach, webinars, etc.).
- Analytical mindset with the ability to translate data into actionable sales strategies.
- Excellent communication and presentation skills, comfortable with virtual sales meetings in English.
- Familiarity with HR tech and recruitment solutions is a plus.

Nice to Have

- Experience in the HR tech or SaaS industry.
- Background in data-driven sales processes and marketing.
- Knowledge of digital marketing and social media platforms as tools for sales.

Working with us

At SpeedForce.AI, we're building a startup culture that's direct, supportive and open. We value different opinions and want people who speak up, take ownership and grow with us.

In this role, you'll work closely with the CEO, Sales Assistant, Product Development, Marketing to get first-hand experience in how an early-stage product evolves. You'll have the flexibility to work remotely, enjoy one-on-one mentoring, and receive hands-on training to accelerate your growth in both sales and tech. If you have a passion for data and digital-first sales strategies, you'll thrive in this role.

We support your development with:

- One-on-one mentoring from the CEO and sales advisor
- Product training and hands-on onboarding
- Ongoing learning support in B2B SaaS sales, AI and HR tech
- Regular team check-ins and feedback loops
- Opportunities to grow into leadership or strategy roles

Your benefits

We're a startup, so our budget is limited, but we support our team in ways that matter. Here's what you can expect:

- Flexible working hours
- Remote work options
- Sales performance commission (based on performance)
- Direct access to leadership and decision-making
- Clear growth pathway and promotion opportunity
- Support for side projects that align with your role

The allowance will be discussed specifically during the interview.

Cultural Fit

Startup Mindset: The ideal candidate should be comfortable in a fast-paced environment with evolving roles and responsibilities, as startup cultures can be dynamic and require adaptability.

Collaborative and Open-Minded: Being part of a growing team means feedback and collaboration are key. The candidate should be open to constructive criticism and willing to take on new challenges.

Application process

To apply, send your CV through : <https://speedforce.ai/apply>.

If you have a portfolio or case studies (sales decks, outreach messages, campaign results), email them to: huy.do@visa-dreams.com

If your profile matches what we're looking for, we'll contact you for a short screening. After that, you'll be invited to an interview with our CEO.