

Junior Sales Executive - SpeedForce.AI

Location: Remote

Start date: Immediate

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 Executive or Junior Sales professional with experience in the sales industry who's ready to drive adoption and revenue. You'll work closely with our core team, pitch to clients, build relationships, and convert leads into long-term users. If you're confident in your sales skills and ready to work in a product-led tech environment, this could be your next move.

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.

Must-have:

- 2–3 years of sales experience, ideally in tech or B2B
- Strong verbal and written communication skills in English
- Comfortable with outreach, pitching and closing deals
- Confident using social media and CRM tools
- Basic understanding of recruitment challenges in small businesses

Nice to have:

- Interest or background in AI or HR tech
- Additional language skills is a plus

What you'll do

- Introduce *NEO-Hiring by SpeedForce.AI* to SME clients
- Pitch the solution to HR teams and decision-makers via cold emails, calls, DMs and meetings
- Use LinkedIn, Facebook, TikTok, Threads and other platforms to find and connect with leads
- Run outreach campaigns and manage email/social funnels
- Qualify leads, follow up and close deals
- Work with the sales team to generate leads and hit targets
- Upsell to existing clients and build long-term relationships
- Keep CRM up to date and report on performance
- Share client feedback to help shape product and marketing decisions
- Create engaging proposals and materials to present our product clearly and persuasively

What we're looking for

- Confident using social media to connect and sell
- Clear, professional communication in English
- Proven experience in sales, especially closing
- Self-motivated, reliable and goal-oriented
- Able to understand hiring pain points and explain product value
- Comfortable learning and using digital tools
- Bonus: Interest in AI and HR technology

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 gain skills in tech sales, client management and startup operations. If you do well, there's a strong chance for a long-term contract or permanent 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.