

Senior Sales Executive – [SpeedForce.AI](#)

Location: Remote

Start date: Immediate

Working hours: Flexible

Let us build the infrastructure for your success

Are you an experienced sales professional looking to bring your expertise to a fast-growing AI startup? Do you have a proven track record in B2B sales and a passion for driving revenue and adoption? If so, we want you to help us shape the future of recruitment.

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 Senior Sales Executive 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

We need a senior sales professional with a strong track record in B2B sales, particularly in tech or SaaS, to drive adoption and growth for SpeedForce.AI. You'll be responsible for building relationships with clients, managing complex sales cycles, and converting high-value leads into long-term users.

You'll bring strategic thinking, leadership in sales, and the ability to work independently and collaboratively within a fast-paced environment. This role demands a high level of autonomy and a proactive approach to identifying opportunities and overcoming challenges.

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:

- 5-7 years of B2B sales experience, ideally in SaaS, HR Tech or similar industries
- Proven success in closing deals and driving revenue growth
- Strong ability to develop and maintain client relationships

- Advanced communication skills, both verbal and written
- Experience with CRM tools and social media platforms for outreach
- Deep understanding of recruitment challenges in small to mid-sized businesses

Nice to have:

- Background in AI, HR Tech, or a related field
- Additional language skills is a plus

What you'll do

- Lead the introduction and adoption of NEO-Hiring by SpeedForce.AI to SME clients
- Drive sales through cold outreach, follow-ups, meetings, and client presentations
- Build relationships with decision-makers and HR teams to convert leads into long-term clients
- Develop and manage an organised pipeline using CRM tools and track performance
- Upsell to existing clients, ensuring long-term customer satisfaction and retention
- Provide valuable client feedback to inform product development and marketing strategies
- Create persuasive proposals, sales decks, and presentations to close deals
- Mentor junior team members and share best practices to drive overall sales success

What we're looking for

- Strong leadership and the ability to lead sales initiatives
- Proven success in closing complex deals and managing the full sales cycle
- Ability to develop strategic plans to increase revenue and client acquisition
- Excellent communication and negotiation skills
- Comfortable using digital tools, including CRM and social media for outreach
- Self-motivated, driven and goal-oriented
- Bonus: Experience in AI or HR technology

Working with us

At SpeedForce.AI, we foster a culture that's open, direct and supportive. We're looking for a Senior Sales Executive who can take ownership, lead initiatives and be part of our growth story.

In this role, you'll work directly with the CEO and the leadership team, gaining deep insight into how an early-stage product evolves. If you succeed, there's a strong opportunity for a permanent role or a leadership position as we scale.

We support your growth with:

- One-on-one mentoring from the CEO and leadership team
- Advanced product and sales training
- Learning opportunities in B2B SaaS, AI, and HR Tech
- Regular feedback and performance check-ins
- Opportunities to grow into a leadership or strategy role

Your benefits

As a startup, we have a limited budget, but we offer meaningful benefits and support for your growth. Here's what you can expect:

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

Allowance details will be discussed in 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.