Inside Sales Executive — Full-Cycle B2B Sales

Build Recurring Income. Own the Relationship. Close the Deal.

ExecHero | Founding Sales Team | Remote | Outbound Sales & Closing

$81,000–$126,000 Illustrative Year-One Earnings Potential

60-Day Guaranteed Earnings + Commissions + Bonuses + Recurring Residual Income

What If the Clients You Close Today Could Keep Paying You Tomorrow?

Most sales positions reward you for what you close this month. Then the calendar turns, and you're chasing the next commission.

At ExecHero, we're creating something different.

Earn commissions on new customers while building recurring residual income from qualifying retained relationships.

Our compensation model illustrates:

- **$81,000+ annually** under a conservative production scenario.
- **$126,000+ annually** under a moderate production scenario.
- **$250,000+ potential annual earnings by year three** for exceptional producers who consistently acquire customers and build substantial portfolios of qualifying retained accounts.

These figures are illustrative, not guaranteed or typical earnings.

And unlike appointment-setting positions, **you own the entire sale.**

You find the opportunity. Start the conversation. Uncover the problem. Demonstrate the solution.

You close the deal.

We're looking for experienced sales professionals who don't need someone else to finish the conversations they start.

Welcome to ExecHero

We're building a new generation of intelligent client acquisition technology.

Our flagship solution, **AIDA™ — Your Always-On AI Relationship Engine**, helps businesses engage prospects, recover opportunities, nurture relationships, schedule appointments, and convert more of their existing leads into customers.

But AIDA isn't simply another chatbot or automated follow-up assistant.

She's powered by the proprietary **ExecHero Decision Engine™**, which interprets behavioral decision signals, Decides the strategy and next best action, and directs AIDA to execute.

The Decision Engine Decides. AIDA Executes.

Meet ARCS™

Autonomous, Adaptive Decision-Led Revenue Capture System™

ARCS integrates intelligent prospect engagement, multichannel communication, prebuilt opportunity pipelines, relationship management, performance visibility, and human oversight.

We're not selling another disconnected AI tool.

We're helping businesses put an intelligent client acquisition system to work.

Your Competitive Advantage: AIDA Works for You

You won't just sell AIDA. You'll have AIDA supporting your sales efforts.

Our technology helps with prospect engagement, personalized outreach, follow-up, appointment coordination, and pipeline management.

At ExecHero®, we use the technology we develop to grow our own businesses.

You're not just selling an AI-powered competitive advantage. You're operating with one.

Technology provides the leverage. You provide the initiative, judgment, human connection, and ability to close.

Important: Initially, you'll generate 100% of your own leads through proactive outbound prospecting. You'll have technology and training supporting you, but you won't be waiting for company-provided appointments and will still manage your pipeline.

As we expand paid advertising, inbound opportunities may also become available.

This Is a Full-Cycle Sales Position

This is NOT an SDR or appointment-setting-only role.

You'll own the sales process from cold outreach through paid customer activation.

Engage business owners, diagnose acquisition challenges, demonstrate AIDA and ARCS, address objections, and lead prospects toward an informed buying decision.

Some opportunities may close during the first conversation. Others require additional discovery and follow-up.

Either way, **you own the relationship from first contact through the close.**

Why This Opportunity Is Different

1. Build Recurring Income

Earn commissions on qualifying new customer acquisitions plus residual commissions on eligible retained customer revenue.

As your qualifying customer portfolio grows, so can your recurring income opportunity.

Build relationships. Create value. Earn today. Build for tomorrow.

2. Own the Entire Sale

You won't spend your days booking appointments for someone else.

You'll prospect, diagnose, demonstrate, negotiate, and close.

Your results directly influence your earning potential.

3. Join Our Founding Sales Team

Help shape a growing AI technology company.

Contribute market intelligence, refine sales strategies, and help build a scalable sales organization.

Strong performers may have opportunities to advance into leadership, training, and team-development roles.

4. Learn a Fundamentally Different Way to Sell

Receive professional development through **ExecHero's Convert Clients Academy™**, featuring proprietary methodologies developed by founder Rob Mitchell through more than two decades of commercial leadership.

Learn the SDCC Way™ — a proprietary influence methodology behind more than $1 billion in influenced commercial outcomes across 100+ industries — alongside Decision Science™ and Decision Leadership™.

Training includes:

- **The SDCC Way™:** Understanding subconscious decision dynamics and guiding prospects from uncertainty toward conviction.
- **Decision Leadership™:** Leading decisions rather than simply presenting products.
- **Biological Influence™:** Understanding the human dynamics behind trust and buying decisions.
- **Decision Science™:** Understanding how individuals and organizations make decisions.
- **The Sequence™:** Situation → Doubt → Consequence → Certainty.

Develop practical skills in prospecting, influence, negotiation, discovery, demonstrations, objection resolution, and closing.

You're not simply joining a sales team. You're developing the skills to become an exceptional sales professional.

What You'll Actually Do

Your mission: Create new customer relationships and generate collected recurring revenue.

- **Outbound Prospecting:** Identify qualified businesses and initiate conversations through phone, LinkedIn, email, and approved channels.
- **Discovery:** Engage decision-makers, uncover acquisition challenges, and identify meaningful opportunities.
- **Demonstrations:** Present AIDA and ARCS, connecting their capabilities to each prospect's objectives.
- **Full-Cycle Closing:** Own qualification, presentation, objection resolution, negotiation, and the buying decision.
- **Relationship Development:** Maintain momentum through thoughtful follow-up.
- **Pipeline Management:** Maintain accurate CRM records and manage opportunities.

- **Customer Activation:** Coordinate successful handoffs to onboarding.
- **Growth Initiatives:** Contribute market insights and help refine sales strategies.

You own the opportunity. You lead the decision. You earn the close.

Who Thrives Here?

We're looking for someone who already knows how to sell—and wants to become exceptional.

You know how to earn attention from busy business owners, create opportunities through cold outreach, ask insightful questions, and communicate value.

You understand that an objection is often the beginning of discovery.

And most importantly, **you know how to ask for the sale.**

Experience We're Looking For

- Proven full-cycle B2B sales experience, including generating and closing your own opportunities.
- Strong cold prospecting, discovery, negotiation, objection-resolution, and closing skills.
- Experience selling to business owners, executives, or decision-makers.
- Demonstrated ability to meet or exceed sales targets.
- Excellent spoken and written English.
- Confidence conducting phone and video sales presentations.
- Experience with CRM and sales engagement tools.
- Strong relationship management, accountability, resilience, and coachability.

Especially Valuable

- SaaS, AI, automation, marketing, or business growth sales experience.
- Success selling recurring-revenue products.
- Experience selling to small and midsize businesses.
- LinkedIn Sales Navigator and digital prospecting experience.
- Professional training in consultative selling, influence, negotiation, or NEPQ.

We also welcome proven high-volume sales professionals from other industries, including home services, pest control, security systems, media, printers and copiers, laboratory diagnostics, and matchmaking—particularly those experienced in cold prospecting and closing.

Formal credentials matter less than demonstrated selling ability.

We want evidence that you can create and close business.

What You'll Need

Reliable computer, smartphone, headset, high-speed internet, and a quiet professional workspace.

Availability during U.S. business hours, Monday through Friday, with occasional weekend flexibility.

Ability to work independently and consistently produce results.

Your Compensation Opportunity

Our compensation structure rewards new customer acquisition and the long-term value of retained relationships.

- **60-day guaranteed earnings** during your initial ramp.
- Performance-based commissions on qualifying collected revenue.
- Recurring residual commissions on eligible retained customers.
- Performance bonuses.
- Professional sales and Decision Leadership training.
- Potential advancement opportunities.

Initial guaranteed compensation varies by geographic location, experience, and qualifications. Specific terms are provided during the hiring process.

The goal isn't simply to earn more by closing more deals. It's to build a portfolio of relationships that can contribute to your income over time.

We're Not Looking for Someone Who Just Wants Another Sales Job

We're looking for a closer who creates opportunities, leads decisions, and closes business.

Someone who recognizes the value of joining a founding team, learning from experienced business builders, and working alongside the AI technology they're bringing to market.

If you know how to create opportunities, lead decisions, and close business, we want to meet you.

Apply Today →

Tell us what you've sold, your typical deal sizes, how you generate your own leads, and your most meaningful sales achievement.

Show us what makes you exceptional.

The Stuff Our Legal Team Makes Us Add

Commissions, bonuses, residuals, and guaranteed compensation are subject to the applicable written compensation plan, qualifying performance, collected revenue, retention, eligibility requirements, and applicable law.

Earnings illustrations are hypothetical, not guaranteed or necessarily representative of typical earnings. Actual results vary with individual performance and customer retention. Advancement and future earnings are not guaranteed.