



⚡ Premium Action Guide

Land a Sales Job, Faster

A practitioner-built plan to target the right roles, tailor your materials with AI, network with intent, and run a tight application pipeline without spammy automation.

📌 **Updated for 2026** 📄 **≈2¢/resume** Automated tailoring cost (source-reported)

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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

- ✓ What you'll build
- ✓ Step 1 — 🧭 Choose your sales lane
- ✓ Step 3 — 📁 Optimize your LinkedIn profile
- ✓ Platforms & tools
- ✓ Step 2 — 🎯 Build a target company list
- ✓ Step 4 — ✍️ Craft a metrics-first resume

▶ **MODULE 01**

What you'll build

A complete, repeatable system to land a sales role: a sharp LinkedIn presence, a metrics-first resume, a 60–90s video pitch, and an optional AI-powered pipeline that finds roles, tailors materials, and prioritizes outreach.

You'll research companies, apply with precision, email the right people, and prepare for interviews with clear, evidence-backed stories.

- 1 ATS-ready resume + targeted cover emails
- 2 LinkedIn profile optimized for recruiter scan
- 3 Google Sheets pipeline to track applications
- 4 Optional Make.com/n8n + Apify role intake
- 5 AI prompts to tailor and score job fit

► MODULE 02

Platforms & tools

Website Builders

0 free · 2 paid



AI Models

0 free · 5 paid



Dev & Hosting

0 free · 2 paid



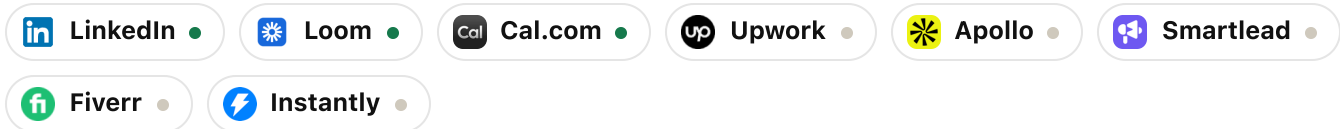
Automation

1 free · 3 paid



Lead & Outreach

3 free · 5 paid



► MODULE 03

Step 1 — Choose your sales lane

Decide which sales role you'll target (e.g., business development, inside sales, account management) before you optimize materials. Use your background and curiosity to guide this choice so you can build clear, role-specific evidence.

Tip

Stop asking which path is 'easier'. Ask: Which work energizes me? What evidence can I build in 30 days? What does my local market want? Where do I want to be in 3 years?

► MODULE 04

Step 2 — Build a target company list

Identify 30–50 companies that hire your role. Research each on LinkedIn: mission, size, recent posts, and the sales org's leaders. Add them to your Google Sheet with links to the role, team, and decision makers.

Tip

Some remote employers hire only in specific states for tax/compliance. Check state restrictions before you invest time.

network



Continue with Google

Sign in with email

By clicking Continue to join or sign in, you agree to LinkedIn's [User Agreement](#), [Privacy Policy](#), and [Cookie Policy](#).

New to LinkedIn? [Join now](#)



LinkedIn — where you'll do this

► MODULE 05

Step 3 — Optimize your LinkedIn profile

Front-load your Headline and About with the strongest proof and keywords; recruiters skim the first 100+ characters. Use a clean, vertical skills list to trigger quick recognition. Fill every section (projects, skills, recommendations) and keep formatting simple.

Tip

Avoid overloading with everything you've ever done. Make it scannable and role-relevant to avoid getting passed over as a poor fit.

► MODULE 06

Step 4 — Craft a metrics-first resume

Write bullets that prove outcomes (e.g., pipeline created, meeting volume, conversion uplift). Place the best evidence high because resumes are read in an F-pattern. Manually reorder sections to match the role (not always reverse-chronological). Use job-post keywords naturally.

If you're a fresher, emphasize education, internships, achievements, and enthusiasm. Link to public proof (portfolio, case study, Loom) instead of attachments.

Tip

Many companies train on their stack; highlight fast learning and accuracy. Build your resume for the next role, not only past accomplishments.

► MODULE 07

Step 5 — Record a 60–90s Loom pitch

Create a one-take Loom introducing who you are, the role you're pursuing, a 2–3 bullet proof of results, why this company, and a clear ask to talk. Add the link to your resume header and LinkedIn Featured section.

Tip

When screen-sharing, scroll and move the mouse so it doesn't look like a static screenshot.

► MODULE 08

Step 6 — Build your application pipeline in Sheets

Create a Google Sheet to track every target and application. Include: Position Name, Job Type, Company Location, Description, URL, Customized Resume (Doc link), Date Created, Posted At, Scraped At, Contacts (recruiter, hiring manager), Outreach Status, Interview Stage, Notes. Store lead data consistently (company, emails, phone, enrichment status) to avoid duplication.

► MODULE 09

Step 7 — Find target roles on your primaries

Source roles systematically across platforms and add them to your pipeline. Use filters, save searches, and boolean strings. Prioritize openings posted in the last 7 days.

Platform	What to do in this step
LinkedIn	Use Jobs search with title filters (e.g., "Business Development", "Sales Development"), experience level, and location; check 'People' to identify the recruiter, someone in-role, and a sales leader to contact.
Indeed	Search the exact job title and city/remote; sort by date; capture role link and posting date to your Sheet. Use boolean strings like ("business development" OR "BDR" OR "SDR").
Upwork	Search for short-term 'lead generation' or 'sales outreach' gigs to build case studies and references while you apply for full-time roles.

Tip

Avoid auto-applying to jobs on Indeed via scrapers; this can violate terms and harm your reputation. Use automation only to collect listings and prep materials.

Step 8 — Optional: automate role intake to your Sheet

If you want volume without busywork, set up a lightweight automation to ingest job posts and stage your tailored drafts. Use Apify's Indeed actor to scrape, then Make.com or n8n to enrich and log entries in Sheets.

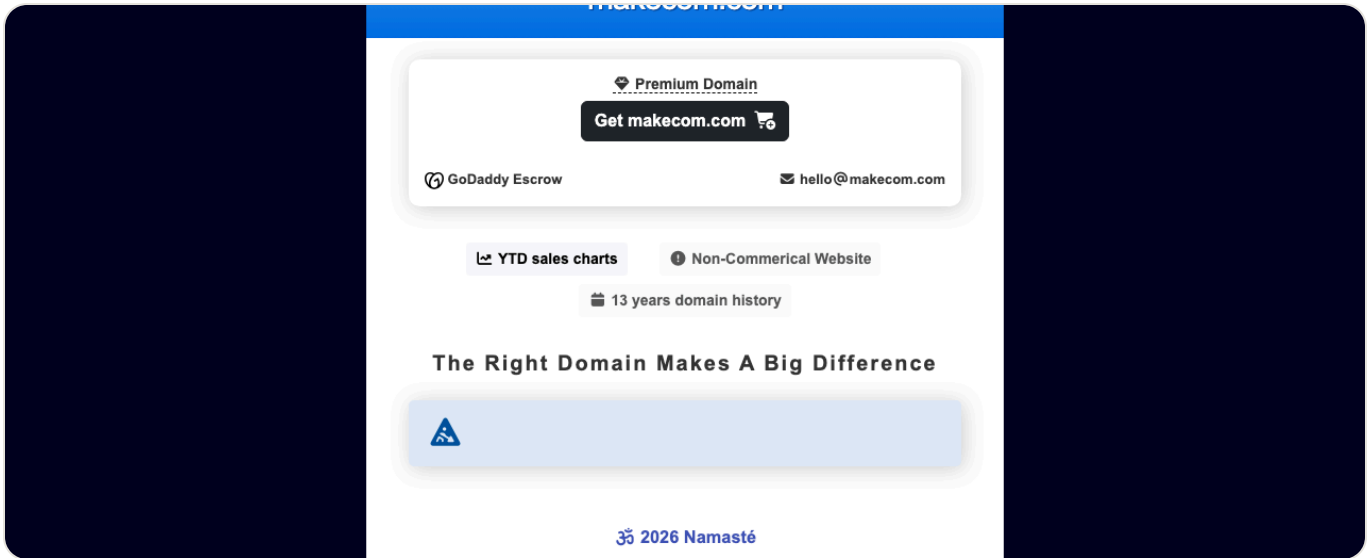
Platform	What to do in this step
Make.com	Scenario 1: Run Apify's Indeed bulk scraper actor with search parameters (job title, location, max items). Scenario 2: Watch actor completion, then add Google Sheets rows (title, company, URL, posting date), and hand off to an OpenAI module for first-pass tailoring.
n8n	Add Apify node and paste your Apify API key; add Google Sheets credentials (create Google project, enable Sheets API, configure OAuth consent, web app client, paste client ID/secret; during sign-in, Advanced → accept). Chain: Apify Actor → (optional) Wait for dataset → OpenAI node → Google Sheets Add Row.

Tip

LinkedIn has strong anti-scraping; prefer marketplace scrapers (e.g., Apify actors) over building your own. Handle rate limits with retries/breaks; use an Ignore step to continue on non-fatal API errors.



Google Sheets — where you'll do this



make.com — where you'll do this

AI agents and workflows you can see and control

Get started for free

Talk to sales

Build visually, go deep with code, connect to anything. Every step of your agents' reasoning, traceable on the canvas. Deploy on your infrastructure or ours.

The world's most popular workflow
automation platform for technical

Meta

SEAT

zendesk

daddle



n8n — where you'll do this

► MODULE 11

Step 9 — Test and harden your workflow

Run with sample inputs. If you auto-tailor, support multiple resume formats: branch by mime type for Word/PDF/Text and extract text accordingly. Use exponential backoff on API retries. If you need long holds between steps (e.g., spreading outreach), queue/delay with Hookdeck before Make.com. Verify the Sheet updates and links open cleanly.

Tip

Google's OAuth 'unverified app' warning during sign-in is expected in personal projects; click Advanced and accept to proceed.

► MODULE 12

Step 10 — Tailor resume and cover emails with AI

Use ChatGPT or Claude for manual tailoring, or plug OpenAI into Make.com/n8n. Keep a master resume template and have AI draft only the variable parts (headline, top bullets, summary) for control and consistency. Output in markdown ATX for easy Google Docs formatting and request JSON for any structured fields.

Platform	What to do in this step
ChatGPT	Paste the job post + your baseline resume. Ask for a role-aligned summary, top 3 quantified bullets, and keyword alignment. Request markdown ATX and a JSON block with extracted keywords.
Claude	Do the same but include longer context (company value props, your Loom link). Ask for concise, first-person bullets with measurable outcomes and a short cover email draft.
Make.com	Add an OpenAI module. System prompt = your tailoring rules; User prompt = JD + master resume. Save output to Google Docs and link in your Sheet.
n8n	Add OpenAI node with your API key. Feed in standardized resume text and the JD. Store structured outputs (summary, bullets, keywords) and a markdown resume section to Google Docs.

PROMPT – RESUME TAILORING (PASTE INTO CHATGPT/CLAUDE OR AN OPENAI NODE)

System: You are a precise resume tailor for sales roles. Keep tone concise and specific. Only modify variable sections.

User: Tailor my resume to this job. Return both:

- 1) Markdown resume sections (ATX headings) for: Summary, Top Experience Bullets (3–5), Skills/Keywords.
- 2) JSON with keys: {"summary":"...", "bullets":["..."], "keywords":["..."], "cover_email":"..."}

Job description:

[PASTE JOB POST]

My baseline resume (text):

[PASTE RESUME]

Rules:

- Use the job's exact keywords naturally.
- Quantify outcomes where possible.
- Keep bullets punchy; one line each.
- Do not rewrite the entire document; fill only these sections.

Tip

Do not have AI generate entire documents. Template 80–90% yourself and have AI fill only the high-variance sections for predictability.

This site can't be reached

Check if there is a typo in googledocs.com.

DNS_PROBE_FINISHED_NXDOMAIN

Reload

Google Docs — where you'll do this

► MODULE 13

Step 11 — Score fit and prioritize

Add an AI analysis pass to rank which roles to pursue hardest. Provide the JD and your tailored resume text; request strengths, weaknesses, risk, reward, overall fit score, and a short justification. Log these to your Sheet and sort by score and posting date.

Tip

Use a structured output parser (JSON schema) so strengths, weaknesses, risk, reward, fit, and justification land in separate fields. Extract name/email with a dedicated info-extractor node, not the same AI prompt.

► MODULE 14

Step 12 — Apply and email the right person

Submit your application with the tailored resume and a short cover email. Then contact three people: 1) the recruiter or hiring manager, 2) someone currently in the role, and 3) a sales leader on that team. Email gets better cut-through than generic LinkedIn DMs.

TEMPLATE – EMAIL TO HIRING MANAGER

Subject: Quick intro – [Role] at [Company]

Hi [Name],

I wanted to personally share my resume for the [Role] on your team at [Company]. I'm excited about [1–2 specific reasons tied to the JD/product], and I'd love to speak about how my background in [relevant proof] could add value.

My 60–90s intro: [Loom Link]

Resume: [Resume Link]

Thanks for considering –

[Your Name]

[Phone] • [LinkedIn]

Tip

Messaging the hiring manager on LinkedIn after applying is common and easy to ignore. Email first, then follow up on another platform if needed.

► MODULE 15

Step 13 — Network inside the company (3-touch plan)

Warm the path by asking for perspective and context. Reference your application, show curiosity about the role, and keep it brief. Use multiple platforms (email, LinkedIn, Twitter) to

increase visibility, and include your Loom link for a human touch.

TEMPLATE – DM FOR INFORMATIONAL CHAT

I'd be very interested to get your expert opinion on this industry and where it's going, could you spare some time?

TEMPLATE – EMAIL TO TEAM MEMBER (CULTURE INSIGHT)

Subject: Quick question

Hi [Name],

See that you've been on the [BDR/Team] at [Company] since [Year]. I'm exploring the [Role] there and wondered if you'd be open to sharing a few thoughts about the culture and what success looks like.

Thanks in advance,
[Your Name]

TEMPLATE – EMAIL TO SALES LEADER

Subject: Exploring [Role] on your team

Hey [Name],

I see you've been leading sales at [Company] since [Year]. I'm pursuing the [Role] and would love to chat about where the team is heading and how I might contribute. Happy to share specifics on my pipeline/results.

Best,
[Your Name]

TEMPLATE — REFERRAL NUDGE

Subject: Re: [Role] — intro via [Referrer Name]

Hey [Name],

[Referrer Name] mentioned you're the right person for the open [Role]. I'd love to connect and share how my background in [relevant proof] aligns with what you're building.

Could we find 15 minutes this week?

[Your Name]

Tip

Record a quick Loom referencing the company page or product; it feels personal and increases replies.

► MODULE 16

Step 14 — Handle logistics and odd requests

If a recruiter asks for an application number you don't have, reply to the company's recruiting/careers email and politely ask for help locating it. Keep all IDs, dates, and links in your Sheet to speed these exchanges.

► MODULE 17

Step 15 — Prepare for interviews (prove behavior + results)

Research the company's mission, ICP, product, and sales motion on LinkedIn. Prepare crisp answers for "Tell me about yourself" and 5–7 STAR stories showing prospecting, pipeline

creation, objection handling, cross-functional teamwork, and resilience. In video interviews, keep answers structured and reference conversations you had with the team.

Bring real examples of solving hard customer problems, staying calm under pressure, and going above and beyond.

Tip

Interviews are quick snapshots; avoid 'volcano answers' that hint at unresolved issues. Be concise, specific, and forward-looking.

► **MODULE 18**

Step 16 — **Follow up with signal, not spam**

Follow up 24–48 hours after each touch with one new signal: a short note about a customer story, an insight about their market, or a brief Loom clarifying fit. Keep threads tight; don't start new ones unless the topic changes.

► **MODULE 19**

Step 17 — **Build public proof while you apply**

Create simple content about sales learning (posts, short videos) using the "document, don't create" approach. Ask friends/family if they need help with basic lead gen or outreach to earn testimonials and case studies. Look for marketing tasks at your current workplace to collect measurable results.

Tip

Share links (Google Docs, Loom, webpages) instead of attachments; fewer clicks means more views.

Step 18 — Stay job-ready

Keep your resume, metrics, and proof up to date. By the time a layoff call arrives, access can be revoked. Track quarterly achievements (meetings set, conversion, ACV influenced) so you can move fast.

Step 19 — Plan your search like a project

Timebox daily blocks for sourcing, tailoring, outreach, and interview prep. Use simple Excel project templates (tracker, status report, milestone tracker) to keep momentum. If helpful, build a quick Gantt from a stacked bar chart to visualize the week.

Tip

In Excel Gantt charts, reverse the task order and set the minimum date on the axis so timelines display correctly.

Step 20 — Review weekly and adjust

Sort your Sheet by fit score and recency. Ask: Which activities created interviews? Which materials got replies? Double down on what worked. If you're torn between sub-paths, focus 90 days on the one where you can build the strongest evidence fastest.

Mistakes to avoid



AUTO-APPLY SPAM

Avoid auto-applying via scrapers; can violate terms and damage your brand.



AI OVERREACH

Don't let AI write everything. Template most text; have AI fill only variable parts.



PAST-ONLY RESUME

Build for the next role; show role-appropriate keywords and outcomes.



GENERIC DMS

LinkedIn messages after applying get buried. Email first; then diversify channels.



HALF-EMPTY PROFILES

Not filling LinkedIn sections lowers completeness and ranking.



SPRAY AND PRAY

Sending many apps without skills/niche rarely works. Prioritize fit and evidence.



SCRAPER PITFALLS

LinkedIn anti-scraping is robust; prefer marketplace actors over DIY.



UNPREPARED INTRO

Not preparing "Tell me about yourself" leads to nervous, unfocused interviews.

► MODULE 24

Salary Estimate

\$20–\$22/hr

Inside sales/enrollment specialist example (source-reported)

\$24–\$30/hr

Customer support associate example (source-reported)

\$50–\$60/survey

Prolific surveys as interim side income (source-reported)

\$1,500–\$2,000/mo

Example retainer for sales-adjacent automation service (source-reported)

► MODULE 25

Resources

RESOURCES

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Any video → a timestamped, cut-by-cut edit blueprint.



OmniScript

Turn any idea into a viral-ready script with hooks.



Resume Builder

Recruiter-tested one-page resume, auto-built from your LinkedIn.



Job Readiness Simulator

Paste a job link — get tested + your fastest study path.



Tool Directory

Every AI tool that makes money, organized + searchable.



Job Directory

Tens of thousands of live jobs across 12+ ATS systems.



Playbook Directory

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