



**Transform Your Career into B2B
SaaS Sales**

We're not just a course

HireforSkillz is a **structured career transition system**, engineered to move B2C sales professionals, freshers, and job seekers into B2B SaaS SDR roles.

Built from Reality

Real-world sales experience, refined over 2+ years

Execution-First

No fluff, every module drives action and output

The Core Problem Solved

"I have no B2B SaaS experience" - we fix that



What Makes Us **Different**



Portfolio-Driven Placement

You graduate with proof of work, not just a certificate



Free access to AI-Powered Tools

Placement AI, Cold Call Labs, Communication AI, etc.,



Live + Recorded Hybrid

Flexible learning with real-time accountability built in



Real Internship Exposure

Work on live global markets: US, EU, UK



Execution-First Learning

Every concept is immediately applied to real tasks



Process-Driven System

Strict, repeatable frameworks

Why B2C Pros Get Stuck

The jump from B2C to B2B SaaS isn't just a title change, it's a complete mindset and skillset shift.

Most candidates hit the same five walls:

- **No clear transition roadmap**
- **Zero practical B2B SAAS Sales experience**
- **Theory-heavy courses, no execution**
- **No structured placement support**
- **B2C → B2B mindset confusion**

YOUR JOURNEY

The HireforSkillz Path to Placement

Admission

Join the
HireforSkillz
program



Assignments

Practical tasks to
build skills



Learning

Structured
curriculum and
coaching



Review

Feedback to refine
performance

Every stage is intentional. From day one to your first offer, the system guides, challenges, and places you, driven by your execution, not luck.

The Expert Team **Behind Your Success**



Ravi Kumar Pandey

Co-founder, Hireforskillz Training & GTM, Quizattempt.com

- Founder of five companies
- Ex-Chief Business Officer, Migrates
- 10+ years building revenue systems



Aravindhya Unnikrishnan

Co-founder, Hireforskillz Training & GTM, Quizattempt.com

- 8 years in the B2B sales industry
- Trained 160+ aspirants in B2B SaaS sales
- Experience across US, UK, APAC & Indian markets

PHASE 1

Prerequisites & Orientation

Before the core curriculum begins, every participant builds the right foundation, mentally and professionally.

Skill-Up Sessions

Season 1 & 2, targeted warm-up content to prime your thinking

Foundational Masterclasses

Core awareness of the SaaS ecosystem and what's expected of you

Orientation Session

Build discipline, set expectations, and understand the journey ahead



PHASE 2 — ALPHA

Live Sales Foundation Classes - ALPHA

3 live classes designed to reset your thinking from the ground up.

1 B2C → B2B SaaS Mindset Shift

Unlearn transactional thinking, embrace consultative selling

2 How SaaS Businesses Operate

Revenue models, buyer cycles, and org structures

3 Discipline, Structure & Execution Habits

The behavioral foundation every top SaaS rep needs

📌 **This phase is about unlearning + alignment.** You cannot build B2B skills on a B2C mindset.

PHASE 3 — BETA

BETA: B2B SAAS Foundation Building

9 hybrid modules, combining recorded deep-dives with live reinforcement sessions. This phase builds your **conceptual command of B2B SaaS sales** before you ever pick up the phone or write a cold email.

9

Core Modules

2

Learning Formats

Recorded + Live

100%

Foundation-Focused

Theory + context

BETA MODULES · PART 1 OF 3

Building the B2B SaaS Foundation

1. Intro to B2B SaaS

Market landscape, key roles, and the biggest opportunities in the ecosystem today

2. Deep Dive into SaaS

Types of SaaS businesses, ARR vs. MRR, pricing models, and how revenue is built

3. Sales Mindset & Methodologies

How modern SaaS sales works, from MEDDIC to challenger, and how to think like a top rep

Psychology, Learning & AI

4. Sales Psychology

Understand buyer behavior, decision triggers, objection patterns, and how to influence without pressure

5. Learning & Adaptation

Build a continuous learning habit using frameworks, books, and industry sources that keep you sharp

6. AI SDR

Use AI as a thinking partner for research, messaging, and ideation not as a crutch that replaces your judgment

Communication, LinkedIn & Personal Brand

7. Presentation Prep Skills

Structured communication and visual storytelling, how to convey complex ideas with clarity and confidence

8. LinkedIn Profile Optimization

Build a professional identity that attracts recruiters, signals credibility, and gets you noticed in SaaS circles

9. LinkedIn Content Creation

A personal branding strategy that builds authority, turning your learning journey into a visible career signal

BETA LEARNING EXPERIENCE

How BETA Keeps You on Track

Beta isn't passive consumption, it's a structured, engaging system designed to build momentum and accountability.



Hybrid Model

Recorded modules for depth, live sessions for reinforcement and Q&A



Gamified Progression

Milestones, checkpoints, and rewards that make learning addictive



Structured Accountability

Regular check-ins ensure no one falls behind or loses focus

PHASE 4 — SIGMA

SIGMA: Execution Mastery

9 advanced modules focused on one goal: making you **job-ready through real-world execution**.

No more theory, this is where you build the portfolio and skills that get you hired.

Real-World Application

Every module produces tangible output

Job Readiness

Resume, portfolio, and interview prep included

9 Advanced Modules

From ICP research to pipeline mastery

Finding the Right Companies & People



1. Foundation Setup

Tools, tech stack, and workflows to operate like a professional SDR



2. Market Research & Intent Signals

Identify companies showing buying intent before your competitors do



3. ICP & Buyer Persona

Define your Ideal Customer Profile and map the buying committee



4. Lead Gen & Qualification

Build a pipeline of qualified prospects, not just a list of names

Outreach That Actually Works

5. Cold Email Writing

Craft structured, personalized outreach that gets replies, not deletions. Learn frameworks like AIDA, PAS applied to SaaS prospecting and more...

6. Cold Calling

Handle real conversations with confidence. Manage gatekeepers, deliver sharp openers, and turn objections into next steps.

📌 These two modules alone separate candidates who get callbacks from those who don't.

From Learning to Landing the Job



7. Pipeline & Revenue Understanding

Master CRM hygiene, pipeline stages, forecasting, and revenue metrics that every SaaS hiring manager expects you to know



8. Resume + Portfolio Building

Build a results-driven resume and execution portfolio that proves your readiness, before your first day on the job



9. Interview Preparation

Crack role-play rounds, answer SaaS-specific behavioral questions, and walk in with the confidence of someone who has done it before

Tools That Give You the Edge



Placement AI

A guided placement engine that helps you identify opportunities, craft applications, and track your outreach systematically



Cold Call Labs

Simulated AI calling environments to practice tone, pacing, and objection handling until it feels natural



Learn Communication AI

Improve your spoken English, delivery, and clarity, the soft skills that close deals and win interviews

PHASE 6 — ASSIGNMENTS + REVIEW

Personalized Feedback That Drives Growth

This isn't automated grading. Every assignment is reviewed by a real person.

Real Execution Tasks

Assignments mirror actual SDR work,
prospecting lists, cold emails, call scripts

1-on-1 Review with Founder

Personalized feedback and a clear improvement roadmap.

Solve the "No Experience" Problem

The #1 rejection reason for career switchers is eliminated here.
You'll graduate with real work experience on your resume.

Optional Internship

2 weeks of live SDR work on real campaigns,
Opportunities to get hired & earn incentives while doing internship.

Global Market Exposure

Work on US, EU, and UK markets, the most valuable experience for SaaS roles

Paid Tool Access

Use the same prospecting and outreach tools top SDR teams rely on daily

Portfolio Built for You

HireforSkillz curates and packages your work into a compelling career portfolio

Two Pathways. One Goal: Your Offer.

TOP PERFORMERS

Fast Track

Demonstrate exceptional execution throughout the program and unlock:

- Paid Internship opportunity
- Direct career placement support
- Priority referrals to hiring partners

ALL GRADUATES

Outreach Megamind Path

A structured, system-driven route to your first SaaS role:

- Outreach Megamind, guided job search strategy
- Mock Interview rounds with real feedback
- 21-Day Outreach Sprint to generate interviews

Placement Report

📌 **Placement is driven by execution, not theory.** The more you put in, the faster the outcome.

Nothing Changes... Unless You Do

You already know this:

- Staying in the same job
- Waiting for the “right time”
- Consuming content without action

Won't change your career.

B2B SaaS is growing. Opportunities are real.

But only for those who prepare and execute.

This is not about learning more.

This is about doing differently.

Your Next 60 Days **Can Change Everything**

You have two choices:

Option 1: Continue where you are

- Same routine
- Same growth
- Same results

Option 2: Start now

- Learn the right skills
- Execute with structure
- Build your portfolio
- Create real opportunities

Start your journey with HireforSkillz today.