



H O S T L E S S

www.hostless.cloud

Technical sales representative

LOCATION Remote	DEPARTMENT Sales
TYPE Contract	REPORTS TO Founding Team

ABOUT HOSTLESS

Hostless is a cloud deployment platform that lets developers deploy applications in minutes by pushing code to Git, we handle provisioning, scaling, and infrastructure. Features include built-in monitoring, custom domains, HTTPS, HTTP/3, cron jobs, worker processes, and deployment rollback.

We serve a growing customer base and operate as a lean, distributed team across the UK, Europe, and Nigeria.

THE ROLE

We're hiring our first dedicated sales hire to accelerate customer acquisition. You'll own outbound sales end-to-end: identifying SMEs and startups struggling with cloud infrastructure complexity, initiating conversations with founders and technical decision-makers, running demos, and converting prospects into paying users.

You'll work directly with the founding team and engineering. This is a high-autonomy, results-only position, we measure outcomes, not hours.

RESPONSIBILITIES

- Own the full outbound sales cycle: prospecting, outreach, demos, and closing
- Identify and target SMEs and early-stage startups that need affordable, simplified cloud deployment
- Conduct product demonstrations and handle technical questions (with engineering support as needed)
- Manage the trial-to-paid conversion pipeline and report weekly on outreach volume, response rates, calls booked, and conversions
- Refine messaging and positioning based on market feedback in collaboration with the founding team



REQUIREMENTS

- B2B sales, business development, or technical sales experience, ideally in SaaS or technology
- Genuine interest in cloud infrastructure, developer tools, and the technology ecosystem
- Confident communicator comfortable engaging founders, CTOs, and engineering leads
- Self-directed and disciplined, able to manage your own schedule and deliver without supervision
- Comfortable with metric-driven accountability and weekly performance reporting

PREFERRED QUALIFICATIONS

- Experience selling PaaS/IaaS or developer tools (Heroku, Vercel, Render, Railway, DigitalOcean, or similar)
- Familiarity with CI/CD, containerisation, cloud hosting, and Git
- Track record building outbound sales processes from scratch at an early-stage company

COMPENSATION & TERMS

Component	Details
Base Salary	¥300,000/month (flexible for the right candidate)
Performance	Commission tied to customer conversions and closed revenue
Terms	Contract with one-month mutual evaluation period
Equity	Available for long-term contributors
Setup	Fully remote, complete schedule flexibility, path to senior/ leadership role

HOW TO APPLY

Send your CV and a brief note on why you're a great fit to careers@hostless.cloud

Deploy web apps without the stress.

www.hostless.cloud