A library of sales jobs, ready to load.

A Corvair virtual worker is not built for one customer. It is loaded from packs: plain files that hold a job, its conversations, its limits and the records it works on. This brochure starts with the use cases the packs cover. It then sets out every pack and shows how packs become a working desk.

13 role packs, one for each job

38 specialties: 10 common, 28 by sector

5 assistants for the people on the team

14 operations sets of records and actions

25 ready services, each a job to start from

12 sectors with their own specialties

WHAT THE LIBRARY GIVES A COMPANY

A job that starts from tested work

A new desk starts from a pack that already holds the conversations, the kinds of contact, the skills and the scoring for that job. Setup is settings and data, not a build.

The words of your sector

A specialty adds what one sector needs: a mandate check in banking, a number port in telco, a lot trace in pharma. It goes on a worker beside the job, with no code written.

Limits that come with the pack

Each pack says what its worker never does. Approving credit, binding cover and giving engineering sign-off stay with the people who hold that authority.

One level across the library

Every pack sits on the same baseline, 5.0. A company can combine a job, its specialties and its operations sets and know they fit.

THE LIBRARY IN NUMBERS

Conversations	358 kinds of conversation, each with its purpose, its briefing and its goal steps in order.
Kinds of contact	242 kinds of contact a worker meets, each with what to learn from that person.
Skills	327 skills for workers and 55 for the assistants.
Records and actions	205 standard operations on 85 kinds of record, shared by every pack that needs them.
Work held back	49 pieces of specialist work start switched off. A company turns each one on when it applies.

Counts are read from the pack library on 18 November 2026. Sources are on the last page.

Which use cases the packs cover.

Every sector can have every kind of customer work. A solid dot is work the sector's jobs bring with them. A plus is work a company adds by putting one more common specialty on the worker. Nothing on the map is missing.

	Find new customers	Qualify and evaluate	Quote and order	Supply and delivery	Cases and service	Renew and grow	Licensed advice	Tenders and bids	Surveys
Manufacturing Industrial inside sales + Industrial specification desk	●	●	●	●	●	●	+	●	+
Wholesale distribution Industrial inside sales + Wholesale distribution, MRO parts	●	●	●	●	●	●	+	●	+
Technology B2B inside sales, Customer success + three SaaS specialties	●	●	●	+	●	●	+	●	●
Telco and IT services B2B inside sales + Connectivity, Mobile and UC, IT resale	●	●	●	+	●	●	+	●	+
Banking Relationship manager + Commercial banking, Private banking	●	●	+	+	+	●	●	+	●
Insurance and benefits Insurance producer, Benefits adviser + their specialties	●	●	+	+	+	●	●	+	●
Investments Investment wholesaler + Investment products	●	●	+	+	+	●	●	+	●
Freight and logistics Freight sales, Carrier sourcing + two freight specialties	●	●	●	+	+	+	+	+	●
Staffing and recruiting Staffing sales, Full desk recruiter + their specialties	●	●	+	+	+	●	+	+	●
Pharma and life sciences Pharma inside sales + three life sciences specialties	●	●	+	+	+	+	●	+	●
Media and events B2B inside sales + three media and events specialties	●	●	●	+	●	●	+	●	+
Facility services B2B inside sales + Facility services	●	●	●	+	●	●	+	●	+
Fleet and equipment rental B2B inside sales + Fleet rental	●	●	●	+	●	●	+	●	+
Property Property listing; Off-plan property sales on B2B	●	●	●	+	●	●	+	●	+

● **Included with the job** + **Add-on: put one more common specialty on the worker**

Read from the packs, not drawn by hand.

Each dot comes from the common specialties a role pack names. Where a sector has two jobs, the row shows what the two cover together. The sector specialty then adds the sector's own conversations to that work.

Twenty-five jobs to start from.

A ready service is a use case packaged to run: one job, its specialties and operations sets, with objectives, steps, limits, scoring and a report. A company or an agency picks one and adds its own list and rules.

B2B inside sales

11 ready services

USE CASE	WHAT THE WORKER DOES	SPECIALTY IT ADDS
Target account outreach	Reach people at a named account and arrange a relevant meeting.	SaaS sales development
Call down a list	Call approved contacts to book a meeting or record a clear decision.	The job alone
Book meetings from a list	Invite approved contacts to meetings and track that they take place.	The job alone
Enquiry and demo response	Answer enquiries and agree a next step with the right people.	The job alone
Event invitations	Invite eligible contacts and track registration and attendance.	Event registration
Event follow-up	Follow up recorded attendance with approved materials and a next step.	Event registration
New product announcements	Share an approved product change and record a real request.	The job alone
Follow-up for the account executive	Keep an agreed buyer action moving and prove promises were kept.	SaaS account executive
Win back lapsed customers	Reopen a permitted conversation and record a real meeting, quote or order.	The job alone
Social warm-up and follow-up	Warm a list through a social partner, then follow up and book a meeting.	Social outreach
Property prospect nurturing	Share approved off-plan updates, qualify buyers and arrange viewings.	Off-plan property sales

Industrial inside sales

8 ready services

USE CASE	WHAT THE WORKER DOES	SPECIALTY IT ADDS
Quote follow-up	Follow up a current quote. An order counts when the system accepts it.	Wholesale distribution
Reorders and quiet accounts	Check a customer's present need and record an accepted reorder.	Wholesale distribution
Stock and order notices	Tell customers about a verified stock or order change.	Wholesale distribution
Payment reminders	Ask about an open invoice and record a payment date or a dispute.	Wholesale distribution
Distributor and dealer outreach	Discuss a verified account or price change with a permitted partner.	Wholesale distribution
Parts and availability desk	Identify a part, check availability and route a quote or an order.	MRO parts desk
After-hours order desk	Take orders and quote requests out of hours. Urgent work goes on call.	MRO parts desk
Specification support	Gather a specification and route technical decisions to their owner.	Industrial specification desk

Customer success

6 ready services

USE CASE	WHAT THE WORKER DOES	SPECIALTY IT ADDS
Renewals	Check renewal terms and record the customer's explicit intent.	The job alone
At-risk check-ins	Ask about a confirmed concern and pass an evidenced risk to its owner.	The job alone
Quarterly updates	Offer an account update and record a reply, a change or a meeting.	The job alone
Upgrade and expansion	Review an added need and route a quote request or a meeting.	The job alone
Customer survey	Collect the customer's own answers and pass real issues to a person.	The job alone
Trial conversion	Help a trial customer decide, and route a paid plan or a meeting.	SaaS customer success

An agency copies a ready service, tries it and publishes its own version. A newer standard version raises a notice and moves nothing on its own.

Thirteen jobs.

A role pack is one whole job. It holds the worker's conduct, its conversations, the facts it must learn, what counts as a result and how its work is scored. Each one says what its worker never does.

ROLE PACK	THE JOB	THE WORKER NEVER DOES THIS
B2B inside sales	Selling to business buyers: new customers, enquiries, meetings, quotes, purchase requests, partners and account care.	Treat a customer's yes as an order the company has accepted.
Industrial inside sales	Industrial products: requests for quotation, configured and custom parts, blanket orders, export, quality complaints and service parts.	Certify engineering fit. Approve a substitute, an allocation or a remedy.
Customer success	Existing customers: goals, adoption, service recovery, open cases, changes to the service and renewal planning.	Change a contract without approval.
Relationship manager	Business and private banking relationships: mandates, reviews, profile updates and open service cases.	Approve credit. Give unlicensed advice. Carry out a trade or a transfer.
Insurance producer	Commercial insurance: exposure facts, market submissions, bind and issuance tracking, policy changes and renewals.	Bind cover without insurer authority. Decide a claim.
Benefits adviser	Employer benefit plans: census evidence, plan classes, carrier elections, plan changes and renewals.	Give individual medical advice. Invent plan cover.
Investment wholesaler	Approved product information for verified advisers. Regulated questions go to an authorised person.	Recommend to a retail investor. Carry out a trade.
Freight sales	Shipper sales: lanes, rates and quotes, capacity and collection, documents, extra charges and delays.	Call capacity booked before it is confirmed.
Carrier sourcing	The supply side of freight: carrier approval and insurance, capacity requests, comparisons and tenders.	Award work to a carrier that is not approved.
Staffing sales	Client sales for a staffing firm: hiring demand, the search scope, placement terms, reviews and renewals.	Make a hiring or employment decision.
Full desk recruiter	Both halves of a placement, the client and the candidate: approved job orders, consent, interviews, credentials and placement records.	Share a candidate without consent. Make an automated hiring decision.
Pharma inside sales	Information for healthcare professionals: verified affiliation, approved claims, clinical questions handed off and adverse events routed.	Give patient-specific advice. Promote off-label use.
Property listing	Owners, buyers, brokers and banks for property listings: listing facts, enquiries, viewings and follow-up.	Value a property, accept an offer or take money.

Each job also brings the common specialties it needs, set out on the next page. A full desk recruiter does both halves of a placement: winning the client's job order and finding the candidate.

A pack is named for the job, not the place. Guidance for a country or a jurisdiction, such as a city, a state, a province, a region or a metro area, sits inside the pack. Property listing carries guidance for the United Arab Emirates today.

Skills that many jobs share.

Ten common specialties hold the work that is the same in every sector. A role pack names the ones it needs and its workers have them, with no step by a person. A company can also add one to any worker.

COMMON SPECIALTY	WHAT IT COVERS	CONVERSATIONS	JOBS THAT BRING IT
Finding new customers	First contact with a reason to talk now, named accounts, enquiries, invitations, referrals, partners and win-back calls.	15	All 13 jobs
Consultative selling	A customer comparing vendors, demonstrations and evaluations, sample feedback and trials.	4	All 13 jobs
Quotes and orders	Quotes and their follow-up, purchase requests, order changes and status, onboarding, billing disputes, overdue invoices and returns.	14	B2B, Freight sales, Industrial
Renewals and recurring accounts	Account reviews, quiet customers, renewals, a customer who says they will leave, and a champion who has moved company.	6	B2B, Customer success, Staffing sales
Looking after a relationship	A change they should know about, something due, a contact who has been replaced, and information gathering.	4	B2B, Benefits adviser, Industrial, Insurance producer, Investment wholesaler, Relationship manager
Advice a licensed person gives	Keeps facts apart from advice and passes the advice to the licensed person. A skill and a knowledge note, used inside other conversations.	A skill	Benefits adviser, Insurance producer, Investment wholesaler, Pharma, Relationship manager
Cases and service	Questions about an account, an order or a problem, document requests, and a check after a serious incident.	3	B2B, Customer success, Industrial
Physical supply	Order status, expedites, slipped deliveries, superseded parts and partial supply.	5	Industrial
Tenders and bids	Early projects, upcoming bids, bidder conferences, clarification questions, approved-equal requests, awards and debriefs.	8	B2B, Industrial
Surveys	A customer survey that records the customer's own answers.	1	10 of the 13 jobs

WHY A COMMON LAYER

Written once

Quote follow-up is the same conversation for a valve maker and a software firm. It is written once and every job that sells with quotes reads it.

Sector packs stay small

A sector specialty holds only what is particular to the sector. It does not repeat how to book a meeting or chase an invoice.

Tenders for any seller

Tenders and bids is a common specialty. Dex, the operations assistant, gives a Go or No-go on a bid and reads what the wins and losses say.

Finance, technology and telco.

A sector specialty adds the conversations, kinds of contact, skills and knowledge of one kind of seller. It defines no worker of its own. It goes on a worker beside the job.

Finance and insurance

Works with the four finance and insurance jobs.

SPECIALTY	WHAT IT ADDS	CONV.	THE WORKER NEVER DOES THIS
Commercial banking	Business credit intake, due diligence refresh, mandate and eligibility checks, banking reviews.	6	Approve credit. Make an unauthorised transaction.
Private banking	Mandate checks, goal and portfolio review coordination, profile updates, facts gathered for a lending specialist.	9	Give unlicensed advice. Trade or transfer by conversation.
Commercial property and casualty	Exposure changes, market submissions, bind and issuance confirmation, evidence of cover, policy changes, renewal remarketing.	9	Bind cover without insurer authority. Decide a claim.
Employee benefits	Census transfer, benefit classes, carrier elections, policy changes and renewal remarketing.	9	Give individual medical advice. Invent plan cover.
Investment products	Approved fund and product information for authorised advisers. Suitability questions are referred.	3	Recommend to a retail investor. Carry out a trade.

Technology

Works with the B2B inside sales and Customer success jobs.

SPECIALTY	WHAT IT ADDS	CONV.	THE WORKER NEVER DOES THIS
SaaS sales development	Software needs, evaluation scope, integration requirements and security review requests.	4	Make a security claim outside approved evidence. Accept commercial terms.
SaaS account executive	Discovery, demonstrations and evaluations, integration decisions, proposals and contract review, renewals.	9	Make an unapproved security or implementation promise.
SaaS customer success	Renewal risk reviews, adoption check-ins, subscription changes and security reviews for existing customers.	4	Change a contract without approval.

Telco and IT services

Works with the B2B inside sales job.

SPECIALTY	WHAT IT ADDS	CONV.	THE WORKER NEVER DOES THIS
Connectivity	Exact service sites, tariff bundles, adds, moves and changes, activation, outages and number ports.	9	Guarantee coverage or activation.
Mobile and unified communications	Mobile estates and bundles, devices and licences, number transfers, usage and invoices, incidents.	9	Promise that a number port will complete.
IT resale and managed services	Hardware, licences and entitlements, integration requirements, incidents and security assurance reviews.	8	Give technical assurance without a specialist.

Industry, freight, staffing and life sciences.

Each specialty reads and acts through the operations set of its sector, so the same words work whether the records are loaded into Corvair or read live from the company's systems.

Industrial and wholesale

Works with the Industrial inside sales job.

SPECIALTY	WHAT IT ADDS	CONV.	THE WORKER NEVER DOES THIS
Industrial specification desk	Controlled specifications, drawing revisions, samples and trials, capacity questions and tender specifications.	7	Give engineering approval.
MRO parts desk	Part number cross-references, maintenance parts lists, serial-controlled parts and returns.	4	Certify engineering fit. Offer an unapproved alternative.
Wholesale distribution	Account prices and quotes, stock and delivery, backorders, protected accounts and territories, returns and tenders.	7	Offer an unapproved substitute. Promise stock from an old count.

Freight and logistics

Works with the Freight sales and Carrier sourcing jobs.

SPECIALTY	WHAT IT ADDS	CONV.	THE WORKER NEVER DOES THIS
Shipper freight	Lanes and current rates, capacity kept apart from booking, document gaps, surcharge disputes and cargo claims.	7	Call capacity booked before it is confirmed.
Freight carrier support	Carrier approval, capacity requests, documents before tender, booked collection and charge disputes.	6	Award work to a carrier that is not approved.

Staffing and recruiting

Works with the Staffing sales and Full desk recruiter jobs.

SPECIALTY	WHAT IT ADDS	CONV.	THE WORKER NEVER DOES THIS
Staffing client desk	Requisition scope, approved searches, placement terms, credential gaps, assignment issues and billing.	6	Make a hiring or employment decision.
Staffing full desk support	Requisitions, consent before a profile is shared, human screening, interviews, placement terms and payroll disputes.	8	Share a candidate without consent. Make an automated hiring decision.

Pharma and life sciences

Works with the Pharma, Industrial and B2B inside sales jobs.

SPECIALTY	WHAT IT ADDS	CONV.	THE WORKER NEVER DOES THIS
Pharma detailing	Product information for professionals, affiliation checks, claims checked against approved wording, adverse events routed, permitted samples.	7	Give patient-specific advice. Promote off-label use.
Pharma distribution	Supply and shipment status, eligibility for restricted distribution, lot traces, temperature exceptions and product complaints.	8	Release quarantined stock.
Medtech and lab	Approved device information, evaluation plans, performance claims verified, field action notices and safety complaints routed.	8	Decide clinical suitability. Give diagnostic advice.

Media, services, rental and property.

Specialties are not tied to one job. Event registration and Social outreach go on any worker that has the operations set they need.

Media and events

Works with the B2B inside sales job. Event registration goes on any worker.

SPECIALTY	WHAT IT ADDS	CONV.	THE WORKER NEVER DOES THIS
Media advertising	Campaign briefs, inventory holds, creative approval, quotes and placements, booked against delivered.	6	Guarantee performance.
Event sponsorship	Sponsor goals matched to rights, packages, inventory holds, creative approval and fulfilment tracking.	6	Promise rights beyond the agreement.
Event registration	Invitations, questions, guests and substitutes, changes, full events, reminders and follow-up after the event.	8	Sell a sponsorship.

Business and facility services

Works with the B2B inside sales job.

SPECIALTY	WHAT IT ADDS	CONV.	THE WORKER NEVER DOES THIS
Facility services	Site scope for a proposal, service windows and dispatch, access and safety reviews, service level exceptions and work evidence.	7	Sign off safety. Give a service credit without authority.

Fleet and equipment rental

Works with the B2B inside sales job.

SPECIALTY	WHAT IT ADDS	CONV.	THE WORKER NEVER DOES THIS
Fleet rental	The asset class for the duty, reservations, inspection and handover, extensions, breakdown requests, return evidence and charge disputes.	7	Raise a damage charge that is not verified.

Property

Works with the B2B inside sales job.

SPECIALTY	WHAT IT ADDS	CONV.	THE WORKER NEVER DOES THIS
Off-plan property sales	Buyers from a list: qualifying, launch news, regular updates, viewings and calls, follow-up after a viewing or a booking.	9	Offer a project outside the buyer's own list.

Any sector

Goes on any worker whose company uses a social partner.

SPECIALTY	WHAT IT ADDS	CONV.	THE WORKER NEVER DOES THIS
Social outreach	Follow-up on another channel with the people a social partner sends to CVW, and drafts of messages for the partner.	3	Send on a social network. The partner does that.

Specialist work starts switched off.

49 pieces of work across the library run only under a stated condition, such as "when number porting is offered" or "when claims intake is offered". Each one starts switched off. A company turns it on when the condition is true for its business.

Corvair is focused on selling to businesses. Talk to our sales team about B2C, B2B2C or G2C needs.

Loaded, not coded.

A worker is a release of shared parts, shaped by settings and filled with the company's data. A second job starts from the same parts. A change is a setting, a file or a release. It is never a code change.

THE LAYERS OF A WORKER

Conversation core — CORVAIR
How every conversation runs and the rules that hold in every channel. Sealed and served by Corvair.

Role pack — CORVAIR
One job: who the worker is, its conversations, what counts as a result, how its work is scored.

Common specialties — CORVAIR
Skills many jobs share, such as finding new customers or quotes and orders. A role pack brings the ones it needs.

Sector specialties — CORVAIR
The words and the work of one sector. Added to a worker when its accounts need them.

Operations sets — CORVAIR
The kinds of record a worker reads and the actions it may ask for.

Ready services — CORVAIR OR AN AGENCY
A job packaged to start: its objectives, its steps, its limits and its report.

Your setup and data — YOUR COMPANY
Your tone, rules, limits and price checks, the country packs for where you sell, and your products, accounts and contacts.

↓

A release
Names one version of everything. Tested on simulated customers beside the release in use. A person promotes it.

↓

Named workers and their worker units

WHAT THIS GIVES YOU

Mix and match
A specialty goes on any worker that has the operations set it needs. One worker can carry several.

No copy of the same skill
A skill many jobs use is written once, in a common specialty. Each job reads the same one.

Upgrades that keep your changes
What you have not changed follows the pack. What you changed stays yours and is shown for a decision when the pack moves.

A trace for every result
A published version never changes. Any result can be traced to the exact versions that produced it.

Agencies start faster
An agency sets up a client's job from a ready service, with no engineering.

A sentence in a pack never grants authority.
A pack says how to behave. It cannot create an action or give access. Actions come from the operations sets, the company's connections and the release, each under the limits the company sets.

What a pack defines.

A pack is more than words for a worker to say. The tools a worker may call, the records it reads, the checks on what it may offer and the way its work is scored are all defined in packs, in plain files.

WHAT IS DEFINED	IN WHICH PACK	WHAT THE DEFINITION HOLDS
Conversations	Role packs and specialties	One file for each kind of conversation: its purpose, its direction, its briefing, the customer's own objectives and the goal steps in order.
Kinds of contact	Role packs and specialties	The people a worker meets, such as a plant buyer or a finance approver, with what to learn from each. Never a named person.
Skills and knowledge	Role packs, specialties and assistant packs	Reusable ways of working and the notes behind them. A skill is chosen by the situation, the job's defaults or the account's segment.
Tools	Operations sets, and the conversation core	Each operation a worker may call: its name, whether it reads or changes, its inputs, outputs and errors, and the receipt a change expects. The core adds the shared tools, such as booking a meeting or asking a person.
Data structures	Operations sets	Each kind of record with its fields and their types, its states, its key and which fields are personal. Also the file types that load it and the events it raises.
Checks and formulas	Ready services, with the company's own on top	A ready service carries standard checks, quoting rules and authority limits. A company adds its own formulas for price, discount and dates in its own build. A worker may only offer what a check returns.
Results and proof	Role packs	The outcome levels a conversation can reach, the facts it must learn, and the results that count, each backed by a record that proves it.
Scoring	Role packs, specialties and ready services	The rubric each conversation is scored on, the extra items a specialty adds, the customer survey and the simulated customers a release is tested on.
Campaigns and reports	Ready services	The steps, channels, gaps in days and end conditions of a campaign, its objectives and the report it produces.
Country rules	Country packs	Contact hours, channels, permission, required wording, the calendar and filings for one country.

No code in a pack.

A pack that holds a code file is refused when it is built. A tool is declared by its contract. The engine and the company's connections do the work, under the limits the company sets. That is why a new job or a new sector is a set of files and not a software project.

From GitHub to a working desk.

Corvair writes each pack once and publishes it to every install. A company picks from that library, adds its own changes and data, and takes a release that was tested first.

CORVAIR: THE SHARED LIBRARY

1 Written in GitHub

One folder for each pack, operations set, ready service and country. Every change is read line by line before it is merged.

→

2 Built and tagged

Each version is built from its tag and never changes. Every file is pinned by its hash, so a version is always the same.

→

3 Published to the library

At each release the library is published on every install. Nothing changes for a company yet.

ONE COMPANY: ITS OWN DESK

4 Chosen

The job, its specialties, the operations sets and the countries. Every dependency is checked.

→

5 Made yours

Your changes sit on top of the pack and override it. Your rules, price checks and data are added.

→

6 Tested and released

The release meets simulated customers beside the one in use. A person promotes it.

→

7 At work

Named workers and their worker units run on the release. Every result traces to its versions.

WHAT IS KEPT WHERE

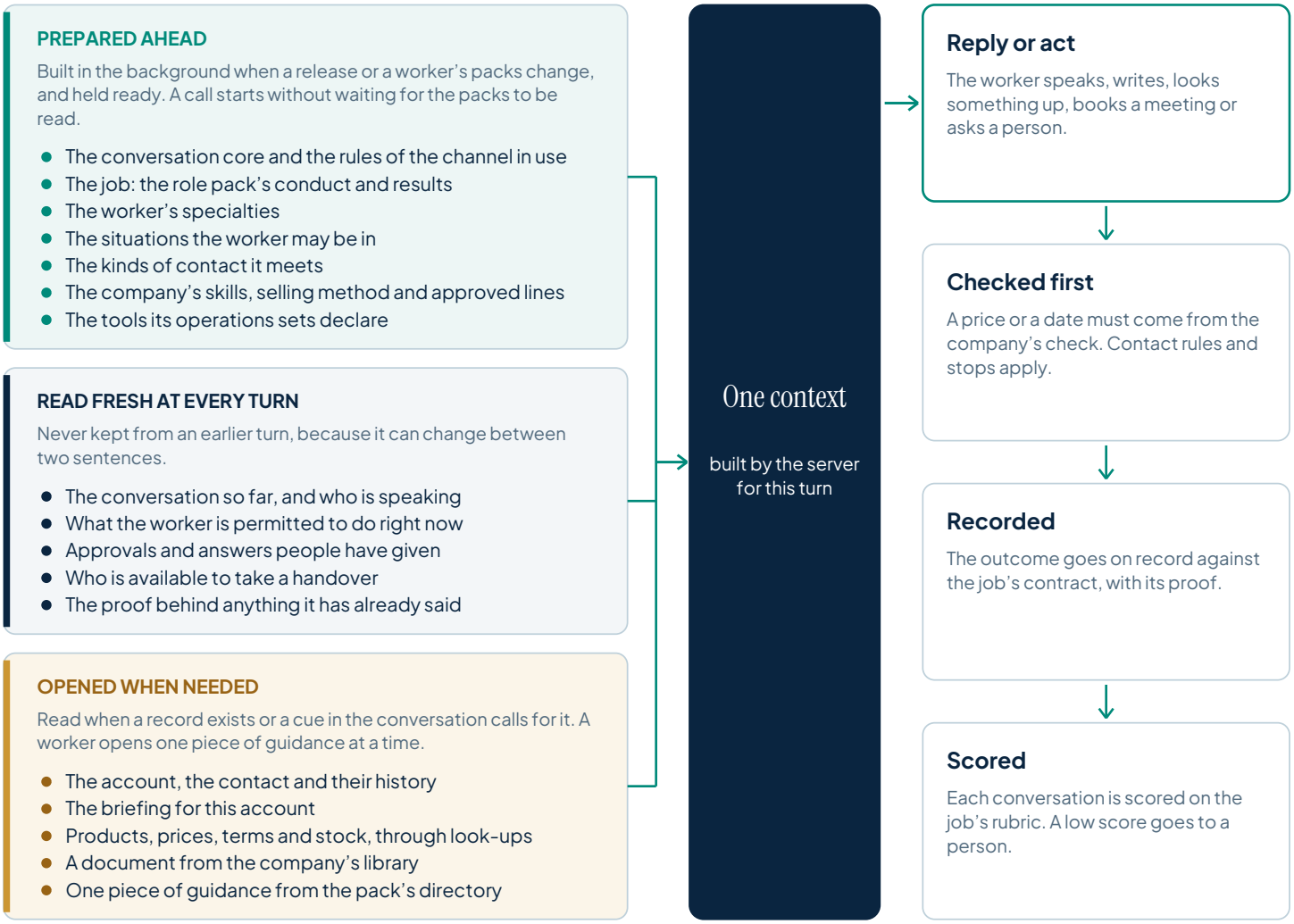
WHAT	WHERE IT IS KEPT	HOW IT CHANGES
Packs, operations sets, ready services and country packs	GitHub, then the library on each install	A new version from Corvair. A published version never changes.
The company's choice of packs and its changes on top	The company's deployment	Through a release that was tested first.
Tone, rules and limits	Setup	At once, with Undo.
Products, prices, accounts and contacts	Loaded into Corvair, or read live from the company's systems	At once. A worker reads them through the operations sets.

A new version of a job never arrives on its own.

A company takes a new version of a job, a specialty or an operations set when its engineer puts it into the next release. Until then the release in use stays as it is. A version that is in use cannot be withdrawn. Country rules are different: a newer country pack loads by itself, so the rules stay current.

What a worker has in front of it.

For each turn of a conversation the server builds one context. Most of it is prepared ahead from the packs. What can change is read fresh at every turn. The rest is opened only when the conversation calls for it.



Fast to start

The pieces a worker always needs are ready before the call. The first words do not wait for the packs.

Always current

A permission, an approval or a stop is read at every turn. A change takes effect in the next sentence.

Short and to the point

Guidance is opened when a cue calls for it. The context holds what this conversation needs.

The pack shapes the answer. The records decide the facts.

A pack tells a worker how to handle a kind of conversation. It never supplies a price, a stock level or a date. Those come from the company's records and checks at the moment they are needed.

How the words meet the records.

An operations set is how a pack's words reach a company's real records. It declares the kinds of record, the files that load them, and the standard operations a worker may call. A read looks something up. A change asks for something to happen and expects a receipt.

OPERATIONS SET	WHAT IT HOLDS	OPS	READS / CHANGES	KINDS OF RECORD
Base	Products and prices, quotes, orders, shipments, invoices, cases, returns, service contracts and requests to people. Every worker uses it.	47	26 / 21	15
Industrial sales	Stock levels, lead times and incoming supply. Requests for a technical review, an allocation or an alternative.	8	2 / 6	3
Wholesale sales	Protected channel accounts and territories.	2	2 / 0	2
Technology sales	Subscriptions, usage, intent signals and incidents.	8	8 / 0	4
Finance and insurance sales	Mandates, credit requests, goals, holdings events, instructions, policies, exposures, submissions, claim notices and benefit plans.	42	21 / 21	14
Freight sales	Lanes, rates, capacity, carriers, document checks and extra charges.	9	6 / 3	6
Staffing sales	Requisitions, consent, screening, interviews, placements, credentials, assignments and timesheets.	16	8 / 8	8
Telco and IT sales	Site coverage, bundles, service changes, activation, number ports, outages, usage and entitlements.	15	8 / 7	8
Life sciences sales	Professional checks, approved claims, medical and safety cases, evaluations, lab validation, quality traces and sample custody.	22	11 / 11	9
Media and events sales	Campaign briefs, inventory holds, creative reviews, sponsor milestones and delivery reconciliation.	10	5 / 5	5
Facility services sales	Site scope, access plans, dispatch plans, service level remedies and work acceptance.	11	5 / 6	5
Fleet rental sales	Asset matches, reservations, handover and return inspections, and dispatch responses.	10	5 / 5	5
Property sales	Units available for sale, read from the company's current list.	1	1 / 0	1
Social	What a social partner did and who replied, and one message drafted for the partner.	4	3 / 1	None of its own

205 operations on 85 kinds of record, all on the 5.0 baseline.

Loaded or live, the same to a worker

A company's data is loaded from files and feeds or read live from its own systems. A worker sees both through the same operations, so a pack never needs to know which.

A request is not a result

A request sent is not an accepted order. An acknowledged handover is not completed service. A change keeps its reference until a receipt confirms it.

No table for any one trade

Every kind of record is declared by an operations set. The engine holds no table named for a sector, and a pack cannot add one.

Country rules, loaded as a pack.

A worker follows the rules of the country it contacts. Those rules live in a country pack: the contact rules, the calendar and the required wording for one country. A company gets a country pack in either of two ways.

Researched for you

Corvair Virtual Worker researches the country. It reads official sources, drafts the contact rules, builds the calendar of public holidays and lists what a company must register or file. Each rule keeps its source and the date it was read.

Loaded from Corvair

Corvair packages its own reviewed research as a country pack. A company loads the pack and does no research of its own. Corvair updates each country pack every year, and sooner when a rule changes.

WHAT A COUNTRY PACK HOLDS

PART	WHAT IT SETS
Contact hours	The hours a person may be contacted on each channel: phone, SMS, email, WhatsApp and web chat. Counted in the contact's time zone, or in one fixed for the country.
Channels	Whether outbound contact is allowed on each channel, whether it is allowed on a public holiday, and whether a call may be recorded.
Permission	The basis a company needs before it contacts a person, the registers to check first, such as a do-not-call register, and what a stop request covers.
Frequency	How often one person may be contacted.
Required wording	What must be said or shown, in each language, such as the notice that the worker is an AI, the recording notice and what an email footer carries.
Calendar	The public holidays of the country, year by year.
Filings	What the country requires a company to register or file.
Sources	Every page the rules were read from, marked official or not, with the date it was read.

FROM RESEARCH TO A RULE A WORKER FOLLOWS

1 Research or load

CVW researches the country, or the company loads Corvair's country pack.

2 Review

A person reads the draft against its sources. What the research could not settle is listed for that person.

3 Approve

Only an approved version is used. Every version is kept.

4 Review again

Each country has a date for its next review. A changed rule becomes a new version.

The stricter rule applies.

When a worker in one country contacts a person in another, the rules of both countries are read and the stricter one is used. A company can add stricter rules of its own for hours, frequency and holidays. It cannot loosen a country's rules. A message the rules refuse is not sent.

Five assistants for the people on the team.

Workers talk to customers. The assistants help the people: the manager, the reps, Operations, an agency's staff and Corvair's own operators. Each has its own pack of skills. A company can rename Sage, Tess, Dex and Jin.

11 skills
For managers and reps

Sage, the coordinator

Morning brief, end of day and meeting brief. Balancing work, nudging and escalating. Suggesting the next step. Acting for a person within what they allow. Checks before a piece of work ends. Making a new skill.

8 skills
For Operations

Tess, the data steward

Reading a file and matching its columns. Loading, with the rows that were refused and why. Sources, mappings and file history. Questions about records. Saved lists.

13 skills
For Operations and the deal desk

Dex, the operations assistant

Checking a quote. Reading a request against the rules and limits. Renewals, complaints and contact rules. What waits and who to chase. The day's and the week's note. Worker hours against the budget. Go or No-go on a bid, and what the wins and losses say about tenders.

11 skills
For an agency's staff

Jin, the agency assistant

Bringing on a client and starting a job. What the agency lacks for a job. Bids and awards. Notes and requests from clients. A job's sign-off and its end. Results across clients. A client that leaves.

12 skills
For Corvair's operators only

Atlas, the platform assistant

Health, jobs and routine checks. Releases and the pack library. Countries. Numbers, senders and registrations. Spending and tenancies. Cases from companies. Drafts of fix briefs for an engineer.

An assistant reads and prepares. A person decides.

An assistant's pack grants no actions or access. Each one works within the rights of the person it is helping. Dex prepares a request and the person presses Send. Tess never approves her own draft of a mapping.

Change it without code.

A company never edits a pack. It chooses pack versions, adds its own changes on top and sets its own rules. Its changes override the pack, so a pack upgrade does not break them. Corvair can also customise or extend a pack for a company's needs.

WHO CHANGES WHAT

WHAT	WHO	HOW IT REACHES A WORKER
Which packs a worker has	The company's engineer, or its partner	Picked in the pack composition for the deployment: the job, its specialties and operations sets. A worker gains a specialty when its accounts need it.
Changes on top of a pack	The company's engineer	A situation is added, edited or retired, with the pack's own text shown beside it. Each change is a fixed version and can go back to the pack.
Tone, rules and limits	The company, in Setup	Tone, always and never rules, hours, channels, contact rules, what must be asked first, and what Sage may do alone. Each change has Undo.
Prices, discounts and dates	The company's engineer	Written as checks the company approves. A worker may only offer what a check returns: allowed, needs approval or refused.
A skill of the company's own	A company admin	A short skill added to one worker, to a job, or to Sage, Tess or Dex. It takes effect in the next conversation.
The rules of a country	Corvair, or CVW with a person's approval	A country pack. A company may add stricter rules of its own, never looser ones.
The pack itself	Corvair	A new version, published once and never changed. A company takes it when its engineer puts it into the next release.

FROM A CHANGE TO A LIVE WORKER

1 Compose
Pick the versions. Every dependency is checked. A clash blocks the release and the one in use stays.

2 Test
The release meets simulated customers beside the release in use, and the results are scored.

3 Promote
A person promotes it, and only when it does no worse than the release in use.

4 Trace
A published version never changes. Any result can be traced to the exact versions that produced it.

One baseline: 5.0.

Every role pack, specialty, assistant pack and operations set was moved to 5.0 together. A pack names the lowest version it needs of anything it depends on, and a later version in the same line also fits. Where two packs define the same thing, the newer complete definition is used.

Start with one job.

Choose the work that takes the most of your team's time today. The library gives the starting point. Your data and your rules make it yours.

1 Choose the job

Pick a ready service or a role pack. Add the specialty for your sector. Agree which accounts, which country and which channels.

2 Load what the worker needs

Products, prices, accounts and contacts come in as files or through a connection. Tess matches the columns and shows what was refused.

3 Set the limits

Who the worker may contact and when, what it must ask first, and which person owns each decision.

4 Try it on simulated customers

The release is tested before any customer is contacted. A person promotes it.

5 Start in assisted mode

A named supervisor, small limits, and drafts that wait for a person where you choose.

6 Add the next job

The same workers take the next use case on the same accounts. Worker units are added as the work grows.

THE CAPABILITY INDEX BEHIND THE PACKS

Capabilities	171 indexed: 78 shared by every sector and 93 specific to one sector. Each names the records it needs, the proof that it was done and a boundary the worker must not cross.
Bundles	23 bundles group the capabilities, so a capability named by two packs is written once.
Catalogue packs	26 sector packs in the catalogue, each made of a job and a specialty. All are available in the library.

WHERE THE INSIDE SALES ROLES ARE

SECTOR, UNITED STATES	ESTIMATED ROLES
Finance and commercial insurance	660,000
Wholesale distribution	565,000
Enterprise software	372,500
Freight and logistics	222,500
Staffing and workforce services	202,500

REGION	ESTIMATED ROLES
United States	2,701,500
Continental Europe	1,380,000
United Kingdom	455,000
Central and South America	440,000
Japan	350,000

[1] Global and U.S. B2B Inside Sales Workforce: Top-Down and Bottom-Up Market Sizing Report, supplied to Corvair on 18 October 2026, pages 2 to 5. These are the report's estimates of inside sales roles. Corvair has not validated them. They are not customers, revenue or deployment coverage. A worker contacts people in a country only under that country's approved country pack.

[2] The pack library in the Corvair Virtual Worker repository, read on 18 November 2026: 56 packs, 14 operations sets and 25 ready services, all on the 5.0 baseline. This brochure replaces "Corvair capabilities packs and roadmap" of 18 October 2026.