FREE CHECKLIST

How to spot a bad remote sales offer *before it costs you a month*

Most bad offers look fine in the job post. Run every role through this list before you apply, and again before you sign anything.

Red flags: *slow down*

01

No revenue shown

If a company won't tell you roughly what it makes a month, you can't tell whether there's enough business to pay you. Ask. A real company will answer.

02

Commission-only, and you find the leads

Commission-only can be fine when the company hands you warm leads. When you have to find your own, you're cold prospecting for free. Ask where the leads come from and how many you'll get a week.

03

You pay to play

Buying your own leads, paying for training, or paying for a "starter kit" to work there means you're the customer, not the rep. Walk.

04

An OTE nobody hits

Anyone can put a big OTE on a job post. Ask how many reps on the team hit that number last month. If they dodge the question, assume nobody did.

05

No training and no call recordings

Good teams have recorded calls you can learn from and a script or framework to start with. "Just figure it out" means you figure it out unpaid.

06

High pressure, MLM, or biz-opp

If the job is really recruiting other people, or they push you to decide on the first call, it isn't a sales job. It's a pitch, and you're the target.

07

Fuzzy payout terms

Before you start, you should know the commission rate, when you get paid, and what happens when a client refunds or charges back. Get it in writing.

08

Constant churn

If the same seat gets reposted every few weeks, or every rep you can find left after a month, there's a reason. Look the company up and message a former rep.

Green flags

- ☐ Revenue is shown, and it's enough to support a sales team.
- ☐ Warm or inbound leads, with a real number per week.
- ☐ Clear pay: the commission rate or per-call fee, payout dates, and refund rules, in writing.
- ☐ Recorded calls to learn from, and a manager who reviews yours.
- ☐ Reps who've been there 6+ months and will talk to you.
- ☐ A product you'd be fine defending to a friend.

5 questions to ask on the interview

1. Where do the leads come from, and how many will I get a week?
2. What did your top rep and your average rep make last month?
3. How and when is commission paid, and what happens if a client refunds?
4. What does my first two weeks look like?
5. Why is this seat open?

A good company answers all five without squirming.

Score it. 3 or more red flags: pass. 1 or 2: ask harder questions before you go further. Mostly green: go for it.

Skip the bad offers. *Start with good ones.*

Every role on our job board shows the pay, and most show how much the company makes, so you can size up an offer before you apply.

See the job board: **remotesalesconnection.com/job-board**

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