

Growth/SDR Operator

Remote | Flexible | Commission-Based Contractor Opportunity

The goal: Help a small digital growth business start more qualified conversations with local business owners. You find good prospects, reach out thoughtfully, follow up, and book qualified calls. The owner handles presentations, proposals, and closing.

What you would do

- **Find prospects:** Identify local businesses that appear to be a reasonable fit.
- **Do light research:** Note one or two genuine website or marketing opportunities—no full audit required.
- **Reach out:** Send personalized messages or make calls using provided guidance.
- **Follow up:** Stay respectfully persistent with interested or unresponsive prospects.
- **Qualify and book:** Confirm basic interest and schedule qualified conversations for the owner.
- **Track activity:** Keep a simple shared pipeline updated so leads and follow-ups are not lost.

What you would not be expected to do

- Present detailed audits, proposals, or pricing
- Close sales or negotiate contracts
- Perform client fulfillment or technical website work
- Use spam, fake claims, or pressure tactics

Who this may fit

This can suit someone who wants practical experience in sales, lead generation, and digital marketing. Prior SDR experience is helpful but not required. The strongest fit is someone who is:

- Reliable, organized, coachable, and comfortable communicating with business owners
- Able to write clearly, research carefully, and follow a repeatable process
- Self-directed enough to work remotely without constant supervision

Compensation and support

Compensation: This opportunity does not include an hourly wage or base salary. Compensation is commission-based and tied to clearly attributable collected revenue. Exact percentages, qualification rules, attribution, payout timing, cancellations, and refund treatment will be agreed in writing before work begins.

Support provided: Targeting guidance, qualification criteria, outreach examples, basic scripts, pipeline tracking, and direct feedback during the initial ramp-up.

There are two available earning tracks:

SDR/appointment-setting track: 15% of collected initial or setup revenue, plus 5% of collected recurring revenue for the first six paid months. You source, research, contact, qualify, and book the opportunity; the owner handles closing.

Full-cycle sales track: 20% of collected initial or setup revenue, plus 10% of collected recurring revenue for the first six paid months. This applies when you both source and successfully close the opportunity.

New representatives will generally begin under the SDR structure. Experienced candidates may move into full-cycle sales after demonstrating a strong understanding of the services, qualification standards, and sales process.

Interested?

Send a short message with:

- Your relevant experience, if any
- Your availability and time zone
- Why this type of commission-based opportunity interests you

No formal cover letter is needed. Clear communication, honesty, consistency, and willingness to learn matter most.