



⚡ Grounded in 3 creator transcripts + 12 job posts

Sales Development Representative: The Real Job Seeker's Playbook

A grounded, tactical guide to landing and thriving in SDR roles—packed with real-world pay, requirements, and inside automation hacks from top creators.

📅 **Updated for 2026** 💰 **\$60K–\$90K** Typical US/Canada SDR base + commission (source-reported)

📢 @jobhacki · JobHacki Community



Start Fast

Clear first steps you can take this week.



Real Sources

Built from people who actually did it.



Honest Numbers

Source-reported pay, costs, and risks.

[Get the Full Guide Vault →](#)

🔒 Includes checklists, scripts & source-backed insights

YOU WILL LEARN

- ✓ Who This Guide Is For
- ✓ Why This Job Is Worth Looking At
- ✓ Pay Potential — The Real Numbers
- ✓ Opportunity Snapshot
- ✓ What The Job Actually Does
- ✓ Requirements

Who This Guide Is For

This guide is for job seekers targeting real, full-time or remote Sales Development Representative (SDR) roles at tech companies, agencies, or startups. If you want a job—not a freelance hustle or agency business—where you can break into tech sales, ramp up fast, and use automation to stand out, this is for you.

Opportunity Snapshot

\$60K–\$90K

Typical US/Canada SDR pay (base + commission, source-reported)

7–21 days

Typical time from application to offer (if using automation/personalization hacks)

**LinkedIn, Indeed,
CryptoJobsList**

Most common job boards for SDR roles

**Appify,
AnyMailFinder,
Instantly**

Insider tools used by top SDRs (automation, email, scraping)

Why This Job Is Worth Looking At

1 SDR is one of the highest-paying entry-level tech jobs (several companies pay

jobhackr.com \$100k+/year with commission — @thecamjwright).

- 2 Remote and global: roles posted in US, Canada, UK, Nigeria, and for Web3/crypto companies.
- 3 Clear path to Account Executive or Sales Manager roles within 12–24 months.
- 4 You can use automation tools (Appify, AnyMailFinder) to outperform other applicants and SDRs.

▶ **MODULE 04**

What The Job Actually Does

Sales Development Representatives (SDRs) are responsible for sourcing, qualifying, and booking meetings with potential customers for their company's sales team. This is mostly outbound work: researching leads, sending cold emails, making calls, and using LinkedIn to connect with prospects. Many companies expect SDRs to use tools like LinkedIn Sales Navigator, CRM software, and email automation platforms. Some roles now expect SDRs to use scraping and enrichment tools to build better lead lists.

Core Tasks	Examples/Tools
Find new leads	LinkedIn, Neuron, Apollo.io
Send cold outreach	Instantly, Smartlead, Mailshake
Qualify prospects	CRM (HubSpot, Salesforce)
Book meetings	Calendly, Google Calendar
Research companies	Appify, Perplexity.ai

▶ **MODULE 05**

Pay Potential — The Real Numbers

Region	Source-Reported Pay
US/Canada	\$60,000–\$90,000 (base + commission)
UK	£80/week + bonuses (entry, @ChuksEmma947401)
Nigeria	₦ 50,000– ₦ 200,000/month + commission (@Presofthub)
Web3/Remote	\$30,000–\$72,000/year (@Web3Career, Genius PR)
Crypto/Remote	\$1,000–\$5,000/month (@CryptoJobsList, Genius PR)

Commission can double base pay at some companies. Some US/Canada roles report \$100K+ total comp for top performers. Entry-level and international roles start lower but ramp up with experience and results.

▶ MODULE 06

Requirements

Requirement	Details
Education	No degree required for most SDR roles
Experience	0–2 years sales or customer-facing experience (many entry-level)
Tech skills	Familiarity with LinkedIn, email, CRM; automation a plus
Language	English (other languages a bonus for some markets)

▶ MODULE 07

Skills Needed

- 1 Outbound prospecting (cold email, LinkedIn outreach)
- 2 Lead research and qualification
- 3 CRM and pipeline management
- 4 Writing concise, personalized messages
- 5 Basic data handling (Google Sheets, CSVs)
- 6 Familiarity with scraping/enrichment tools (Appify, AnyMailFinder, Perplexity.ai) is a bonus

▶ MODULE 08

Certifications or Licenses

No formal certifications or licenses required. Some companies value HubSpot Sales Software Certification or Salesforce Trailhead badges, but these are optional. Completing a short LinkedIn Learning course on tech sales or cold outreach can help you stand out.

▶ MODULE 09

Beginner Roadmap

- 1 Research 5–10 companies hiring SDRs on LinkedIn, Indeed, and CryptoJobsList.
- 2 Set up a Google Sheet to track company, job link, contact, and application status.
- 3 Learn the basics of LinkedIn Sales Navigator (free trial is enough).
- 4 Watch a YouTube walkthrough of Appify or AnyMailFinder to understand how lead scraping works.

- 5 Draft a personalized cold outreach email using the template in this guide.
- 6 Apply to 3–5 SDR roles using keywords from the 'Exact Resume Keywords' section.
- 7 Prepare for interviews by practicing the talking points below.

▶ **MODULE 10**

7-Day Action Plan

- 1 Day 1: Identify 10 SDR job postings (LinkedIn, Indeed, CryptoJobsList).
- 2 Day 2: Research each company and decision maker using LinkedIn and Perplexity.ai.
- 3 Day 3: Set up a Google Sheet to track your applications and contacts.
- 4 Day 4: Write and personalize your resume using the keywords below.
- 5 Day 5: Apply to 5 jobs, using the copy/paste script to reach out directly to hiring managers.
- 6 Day 6: Follow up on submitted applications and connect with SDRs at those companies on LinkedIn.
- 7 Day 7: Practice interview answers using the talking points provided.

▶ **MODULE 11**

30-Day Action Plan

- 1 Week 1: Apply to 15–20 SDR jobs, track responses in your sheet.
- 2 Week 2: Take a free/cheap online course on cold outreach or tech sales (LinkedIn Learning, HubSpot Academy).

- 3 Week 3: Set up a free trial of Instantly or Smartlead and test sending a cold email campaign to yourself or friends.
- 4 Week 4: Reach out to 5 current SDRs for informational interviews (ask about their day-to-day and hiring process).
- 5 End of Month: Review which tactics got the most replies/interviews and double down on those for the next month.

▶ **MODULE 12**

Insider Secrets & Shortcuts

- 1 Use Appify to scrape LinkedIn job postings for SDR roles, then filter for companies with <150 employees for higher response rates (from '5 "BORING" AI Automations').
- 2 Run scraped company data through AnyMailFinder to get decision maker emails using nominative enrichment (permuting names/domains until a match is found).
- 3 Use Perplexity.ai to research recent news or context about the company or decision maker, then feed this into ChatGPT to generate a custom icebreaker for your cold email (from '30-Minute AI Automations').
- 4 Track all companies you contact in Google Sheets and filter out duplicates to avoid spamming the same company (from '5 "BORING" AI Automations').
- 5 Automate your follow-ups by integrating Instantly or Smartlead with your lead sheet—these tools can send personalized sequences and track replies.
- 6 Filter job posts using an AI model (e.g., GPT-4 mini) to exclude irrelevant listings and focus only on high-intent opportunities (from '5 "BORING" AI Automations').

▶ **MODULE 13**

Exact Resume Keywords

- 1 Sales Development Representative
- 2 SDR
- 3 Business Development Representative
- 4 Lead Generation
- 5 Outbound Sales
- 6 Cold Email
- 7 LinkedIn Outreach
- 8 CRM (HubSpot, Salesforce)
- 9 Prospecting
- 10 Pipeline Management
- 11 Instantly
- 12 Appify
- 13 AnyMailFinder

▶ **MODULE 14**

Copy/Paste Application Script

▶ **MODULE 15**

Interview Talking Points

- 1 Describe how you use LinkedIn and tools like Appify to identify high-intent leads.
- 2 Explain how you personalize outreach using data from Perplexity.ai and AI-generated icebreakers.
- 3 Share a workflow for tracking and following up with leads in Google Sheets or a CRM.
- 4 Discuss how you avoid spamming by deduplicating your lead lists.
- 5 Highlight experience with email automation tools (Instantly, Smartlead) and how they improve reply rates.
- 6 Show understanding of SDR metrics: meetings booked, response rate, pipeline value.

▶ MODULE 16

Red Flags / Scams To Avoid

Warning

Avoid SDR roles that require upfront payment, promise 'guaranteed' commissions, or push you to recruit others. Watch out for job posts with no company name, vague compensation, or requests to use your personal bank account. Real SDR jobs will never ask for money to apply or onboard.

▶ MODULE 17

Source Notes

"The system uses one called any mailfinder. And then on the back end of the system, we can do some additional things like research the decision maker, give us some more context about them autonomously before finally adding them to a cold email service. This video is going to be using instantly, but you can also swap with whatever you want. Um, smart lead is a big one."

— 5 "BORING" AI Automations To Sell For \$1.5K+ Each in 2025

- [1] 30-Minute AI Automations Anyone Can Set Up & Sell Right Now (YouTube transcript)
- [2] The Search Intent Email Scraping System (+15% Reply Rates) (YouTube transcript)
- [3] 5 "BORING" AI Automations To Sell For \$1.5K+ Each in 2025 (YouTube transcript)
- [4] X posts: @HRRonald001, @Web3Career, @CryptoJobsList, @Presofthub, @ChuksEmma947401, @thecamjwright

▶ RESOURCE GUIDE

Resources, Certifications & Direct Links

Tap straight into search results, certification training, and paid apprenticeships for this path.

🔍 DIRECT SEARCH LINKS

Indeed — open roles

biggest board ↗

LinkedIn Jobs

apply + network ↗

ZipRecruiter

1-click apply ↗

Google — near me

local + niche boards ↗

Glassdoor — real salaries

verify pay ↗

Wellfound (startups)

startup roles ↗

🎓 Certifications & Training — direct links

2 free · 4 paid



Salesforce Administrator Free training, in-demand cert

Paid



ABRET EEG Tech (R. EEG T.) Neurodiagnostic/EEG tech credential — \$78K+ path, 1-2yr

Paid



CompTIA Security+ / A+ / Network+ IT + cybersecurity entry certs

Paid



Google Career Certificates IT, data, cyber, UX, PM — no degree

Free



AWS Certified Cloud Practitioner Cloud entry cert

Paid



HubSpot Academy Free sales/marketing certs

Free



Hack

Set a saved-search alert on [Indeed](#) + [LinkedIn](#) for this exact term — new roles hit your inbox before they're crowded.








▶ TOOL GUIDE

Tool Stack — Organized by Category

Every tool for this path, grouped by category. Free tools first, paid last. Tap any logo to open it.




Outreach & Sales

2 free · 5 paid

	Apollo	B2B lead database + outreach	Free	↗
	Hunter	Find + verify emails	Free	↗
	Clay	AI lead enrichment + lists	Paid	↗
	Instantly	Cold email sending + warmup	Paid	↗
	Lemlist	Personalized cold outreach	Paid	↗
	LinkedIn Sales Navigator	Prospecting on LinkedIn	Paid	↗
	Smartlead	Cold email at scale	Paid	↗








CRM

1 free · 2 paid

	HubSpot CRM	Free CRM + pipeline	Free	↗
	Close	CRM built for calling	Paid	↗
	Pipedrive	Sales pipeline CRM	Paid	↗







Job Boards





7 free · 0 paid

	Indeed	Largest job board	Free	➤
	LinkedIn Jobs	Jobs + networking	Free	➤
	Remote OK	Remote jobs board	Free	➤
	USAJOBS	Federal government jobs	Free	➤
	We Work Remotely	Remote-only jobs	Free	➤
	Wellfound	Startup + tech jobs	Free	➤
	ZipRecruiter	Quick-apply job board	Free	➤

AI Assistants

5 free · 1 paid

	ChatGPT	Writing, ideation, prompts, drafts	Free	➤
	Claude	Long docs, reasoning, coding, agents	Free	➤
	Google Gemini	Google-integrated AI	Free	➤
	Perplexity	AI research with live sources	Free	➤
	Poe	Many AI models in one app	Free	➤
	Grok	X-integrated AI	Paid	➤

-  **Calendly** Booking / scheduling calls Free ↗
-  **Google Sheets** Trackers + light CRM Free ↗
-  **Loom** Screen-record pitches/looms Free ↗
-  **Notion** Docs, dashboards, templates Free ↗

Money tip

Stack the **free** tools first. Only pay once a tool is directly making or saving you money.

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THE JOBHACKI ARSENAL

This guide is 1% of what members get

The community unlocks the tools that do the heavy lifting for you:



OmniCut

Upload any video — get back a timestamped, cut-by-cut edit blueprint: hooks, vocal cues, effects and animation calls, all mapped to the viral frameworks behind our own content. You (or your AI editor) just follow the map.



JobHacki Resume Builder

Our exact one-page, recruiter-tested template — auto-built from your LinkedIn in minutes, exported as an editable doc + PDF.



JobHacki Readiness Simulator

Paste any job link. Get tested on what the role actually requires, see your readiness score, and get the fastest study path to close the gaps.



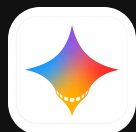
Atlas Directory

Every guide and career path we publish — refreshed by 24/7 AI researchers so you never act on stale info.

[Join the JobHacki Community →](#)

Join free today — founding-member pricing locks in before the tools go paid.

WHAT EACH TOOL ACTUALLY DOES



OmniCut

OmniCut watches your entire video the way an elite editor would — every frame, the full transcript, your offer and what you're actually selling — then runs it through the viral frameworks behind our own content. What you get back is a timestamped editing score: your video chopped into 10-second sequences, each with exact vocal cues, audio cues, effect calls and animation directions. Copy a sequence, paste it into Gemini Omni, and generate that cut — then the next, then the next, until the whole edit is done. Runs as a custom GPT inside ChatGPT (you'll need a ChatGPT account), purpose-built for Gemini Omni video editing the day it drops.



JobHacki Resume Builder

Drop in your LinkedIn (or paste your experience) and it rebuilds everything into the exact one-page format we use: tight summary line, education with the details recruiters scan for, metric-driven experience bullets, and the 10-category skills stack that beats ATS keyword filters. Out comes a polished PDF plus a fully editable doc — change any line later without starting over. Single-industry and multi-industry versions included.



JobHacki Readiness Simulator

Paste a real job posting link. The simulator breaks down what that role actually demands — skills, tools, terminology, scenarios — and tests you on it: multiple choice, written answers, even voice roleplay for interviews and sales calls. You get a Readiness Score out of 100 across skill match, tool match, communication and interview readiness, plus the exact study plan to close your gaps — linked straight to the guides, certs and resources that fix them.



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The full living library: 100+ grounded, step-by-step playbooks across AI businesses, careers, trades, healthcare paths and side income — every one built from people who actually did it, never theory. Our AI researchers monitor hundreds of creators and sources around the clock, so tools, pay data and methods stay current. Search it, filter it, read online or download any guide as a PDF.

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