



<https://indeedremotejobs.com/job/lead-generation-remote-jobs-open-no-experience-or-degree-required-25-35-hr/>

APPLY NOW

Digital Customer Support Representative | \$30-\$35/hr | Training Provided

Description

Remote Lead Generation Specialist

- Position:** Lead generation and prospect development
- Hourly Rate:** \$25-\$35 based on lead quality and conversion rates
- Education:** High school completion meets all requirements
- Background:** No lead generation experience necessary
- Work Format:** 100% remote with CRM and research tools access
- Training:** Three-week comprehensive lead generation and sales support program

Lead generation has become the lifeblood of modern business growth, creating exceptional opportunities for motivated individuals to drive revenue while building valuable sales and marketing skills. These positions offer direct impact on business success through identifying and developing prospects that fuel sales pipelines and organizational growth.

Remote Lead Generation Specialists research and identify potential customers for business products and services, qualify prospects based on specific business criteria, develop prospect contact lists and customer databases, initiate outreach campaigns through multiple communication channels, and nurture leads through systematic follow-up that converts prospects into sales opportunities.

This role provides excellent exposure to sales processes, marketing strategies, and business development while building research skills, communication abilities, and understanding of customer psychology that are highly transferable across sales, marketing, and business development careers.

The results-driven nature creates opportunities for substantial performance bonuses while developing skills in prospect research, qualification techniques, and relationship building that qualify you for advancement in sales and business development roles.

Strategic Lead Generation Environment

Modern lead generation encompasses sophisticated prospect research, multi-channel outreach, and systematic relationship building that goes far beyond simple contact gathering, creating opportunities for meaningful contribution to business growth and revenue generation.

Your responsibilities include conducting comprehensive prospect research using

Hiring organization

Indeed Remote Jobs

Employment Type

Full-time, Part-time

Industry

Customer Service

Job Location

Remote work from: United States; Canada; Australia; United Kingdom; New Zealand; Ireland; Scotland; Sweden; Belgium; Spain; Czech Republic; Brazil; France; India; South Africa; Denmark; Germany; Philippines; Mexico; India; Indonesia; Alabama, USA; Alaska, USA; Arizona, USA; Arkansas, USA; California, USA; Colorado, USA; Connecticut, USA; Delaware, USA; Florida, USA; Georgia, USA; Hawaii, USA; Idaho, USA; Illinois, USA; Indiana, USA; Iowa, USA; Kansas, USA; Kentucky, USA; Louisiana, USA; Maine, USA; Maryland, USA; Massachusetts, USA; Michigan, USA; Minnesota, USA; Mississippi, USA; Missouri, USA; Montana, USA; Nebraska, USA; Nevada, USA; New Hampshire, USA; New Jersey, USA; New Mexico, USA; New York, USA; North Carolina, USA; North Dakota, USA; Ohio, USA; Oklahoma, USA; Oregon, USA; Pennsylvania, USA; Rhode Island, USA; South Carolina, USA; South Dakota, USA; Tennessee, USA; Texas, USA; Utah, USA; Vermont, USA; Virginia, USA; Washington, USA; West Virginia, USA; Wisconsin, USA; Wyoming, USA

multiple information sources, qualifying potential customers based on business requirements and criteria, developing targeted prospect lists for specific products and market segments, executing outreach campaigns through email, phone, and social media channels, and tracking lead progression through sales funnels to optimize conversion rates.

Base Salary

\$ 25 - \$ 35

The research components develop analytical skills, attention to detail, and systematic thinking that are highly valued in business environments and create pathways to advancement in business analysis and market research roles.

Date posted

January 27, 2025

Sales development aspects build understanding of customer psychology, communication techniques, and persuasion skills that qualify you for advancement in sales, business development, and account management positions.

Valid through

01.01.2029

The strategic elements include market analysis, competitive research, and customer segmentation that demonstrate business acumen and contribute to strategic planning and marketing initiatives.

Comprehensive Lead Generation Training

Our training program develops both research methodology and sales communication skills that enable immediate contribution while building foundation knowledge for career advancement in sales and marketing fields.

Week 1: Lead Generation Fundamentals and Research Methodology Learn essential lead generation concepts including prospect identification, qualification criteria, research techniques, and database management that enable effective lead generation across diverse business environments and market segments.

Research skills training covers online investigation, information verification, contact discovery, and systematic data organization that ensures accurate prospect development and reliable lead quality.

Business understanding education teaches customer psychology, buying processes, and market dynamics that enable effective prospect qualification and targeted lead generation strategies.

Week 2: Communication and Outreach Excellence Master sophisticated outreach techniques including persuasive communication, multi-channel campaigns, relationship building, and systematic follow-up that converts prospects into qualified sales opportunities.

Sales communication training covers email composition, phone outreach, social media engagement, and professional relationship building that creates positive prospect experiences and sales pipeline development.

Customer qualification skills include needs assessment, decision-maker identification, and opportunity evaluation that ensures lead quality and sales team efficiency.

Week 3: Advanced Strategy and Professional Development Develop expertise in specialized lead generation areas including industry-specific research, advanced qualification techniques, and campaign optimization that demonstrates professional competency and business value.

Performance optimization training teaches productivity enhancement, conversion improvement, and systematic lead generation that maximizes business impact and

demonstrates advancement potential.

Career development planning identifies advancement opportunities in sales, marketing, and business development that leverage lead generation experience for professional growth.

Performance-Based Lead Generation Compensation

Lead generation compensation combines competitive base pay with performance incentives that reward prospect quality, conversion rates, and contribution to sales team success.

Lead Generation Specialist: \$25/hour

Base compensation acknowledges that effective lead generation requires research skills, communication abilities, and business understanding that contribute immediately to sales pipeline development and revenue generation.

Prospect Development Professional: \$27-\$29/hour

Advancement for specialists demonstrating exceptional lead quality, conversion achievements, and mastery of lead generation platforms and prospect development techniques.

Senior Lead Generation Analyst: \$30-\$32/hour

Advanced compensation for analysts with proven expertise in complex lead generation, specialized industry knowledge, or additional responsibilities such as campaign strategy and team coordination.

Lead Generation Manager: \$33-\$35/hour

Maximum compensation for managers with demonstrated mastery of lead generation excellence, strategic contribution, and leadership in prospect development and sales support.

Lead Quality Performance Incentives Conversion bonuses (\$400-\$1200 monthly) reward specialists whose leads achieve high sales conversion rates, demonstrating the quality and business value of effective prospect development and qualification.

Pipeline contribution bonuses recognize specialists who consistently fill sales pipelines with qualified prospects, supporting sales team productivity and revenue achievement goals.

Campaign success bonuses provide additional compensation for successful lead generation campaigns, market penetration achievements, and strategic prospect development that drives business growth.

Research excellence bonuses reward specialists who identify high-value prospects, discover new market opportunities, and contribute innovative lead generation strategies that create competitive advantages.

Flexible Lead Generation Schedules

Remote lead generation offers schedule flexibility while accommodating prospect availability and business outreach requirements for optimal contact success and relationship development.

Standard Business Hours (9 AM – 6 PM)

Traditional schedule maximizing prospect contact during business hours when decision-makers are available and outreach campaigns are most effective for lead development.

Extended Outreach Coverage (8 AM – 7 PM)

Extended schedule accommodating prospects across time zones and varying schedules while providing comprehensive coverage for maximum lead generation opportunities.

Afternoon Research Focus (12 PM – 8 PM)

Afternoon schedule accommodating morning commitments while providing optimal hours for prospect research and outreach when business contacts are often most accessible.

Flexible Campaign-Based Scheduling (Variable)

Customized hours based on specific campaigns, market targeting, and prospect availability with advance planning for optimal lead generation effectiveness and work-life balance.

Part-Time Professional (20-30 hours/week)

Reduced hours maintaining competitive compensation and performance incentives while accommodating education, family responsibilities, or other commitments.

Intensive Campaign Periods

Concentrated work during major lead generation initiatives, product launches, and market expansion campaigns with premium compensation for focused prospect development efforts.

Sales and Marketing Career Advancement

Lead generation experience provides comprehensive sales and marketing knowledge that creates advancement opportunities across business development, sales, marketing, and revenue generation fields.

Senior Lead Generation Specialist (6-12 months)

Advanced specialists handle complex campaigns, mentor new team members, and serve as experts for specialized industries or high-value prospect categories requiring advanced qualification techniques.

Inside Sales Representative (9-15 months)

Sales roles leveraging lead generation experience in prospect qualification, customer communication, and sales process understanding for direct revenue generation positions.

Marketing Campaign Coordinator (12-18 months)

Marketing roles utilizing lead generation insights for campaign development, audience targeting, and customer acquisition strategies that drive brand awareness and business growth.

Business Development Representative (12-24 months)

Business development positions focusing on market expansion, partnership development, and strategic growth that utilize lead generation expertise for business advancement.

Sales Manager and Marketing Director (18-30 months)

Management roles overseeing sales teams, marketing operations, and business

development that leverage comprehensive lead generation and prospect development experience.

Revenue Operations and Growth Strategy Leadership

Advanced opportunities in revenue operations, growth strategy, and business development consulting that utilize comprehensive lead generation and sales pipeline expertise.

Advanced Sales and Marketing Skills

Lead generation work develops sophisticated business development and marketing skills that are highly transferable across revenue generation and business growth fields.

Market Research and Competitive Analysis

Advanced skills in market investigation, competitive intelligence, and industry analysis that qualify you for marketing research, business analysis, and strategic planning roles.

Customer Psychology and Buying Process Understanding

Expertise in customer behavior, decision-making patterns, and sales psychology that demonstrates business acumen valuable for sales, marketing, and customer success roles.

Communication and Relationship Building Excellence

Professional communication skills including persuasive writing, relationship development, and customer engagement that transfer to sales, account management, and business development positions.

Campaign Development and Performance Optimization

Experience in strategic planning, campaign execution, and performance measurement that provides foundation for marketing management and business strategy roles.

Technology and Lead Generation Platform Mastery

Comprehensive technology training ensures effectiveness while building marketable technical skills that enhance career prospects across sales, marketing, and business development fields.

Customer Relationship Management and Sales Technology

Advanced proficiency with CRM platforms, sales automation tools, lead tracking systems, and pipeline management software used across business environments.

Research and Prospecting Technology

Lead generation platforms, contact discovery tools, market research systems, and competitive intelligence applications that enable comprehensive prospect development.

Marketing Automation and Campaign Management

Email marketing platforms, social media outreach tools, campaign tracking systems, and marketing automation software that support systematic lead generation and nurturing.

Analytics and Performance Measurement Technology

Lead conversion tracking, campaign analytics, performance measurement systems,

and business intelligence tools that support strategic lead generation optimization.

Strategic Application and Development Process

Sales-Oriented Application

Submit application highlighting research abilities, communication skills, goal orientation, and career goals for lead generation and sales development fields.

Research and Analysis Assessment

Complete practical exercises evaluating information gathering, prospect qualification, and analytical thinking through lead generation scenarios and market research challenges.

Communication and Outreach Evaluation

Demonstrate professional communication, persuasion abilities, and relationship building skills through outreach scenarios and prospect interaction simulations.

Business Development Interest Assessment

Discuss understanding of sales processes, marketing integration, and commitment to excellence in lead generation and prospect development activities.

Lead Generation Training Program Enrollment

Begin comprehensive lead generation training with experienced sales and marketing professionals, practical application with real prospect scenarios, and gradual transition to independent lead development.

Lead Generation Professional Success Stories

Ashley from California started with research background and advanced to Senior Specialist within 8 months, now earning \$31/hour while managing high-value prospect campaigns and training new team members.

Jordan from Texas transitioned from customer service to lead generation and discovered natural talent for prospect research and relationship building. Advanced to Inside Sales Representative earning \$32/hour.

Taylor from Ohio began lead generation part-time while completing education and built successful career in business development. Now earns \$30/hour as Business Development Representative with strategic responsibilities.

Cameron from Florida started lead generation after career change and found work perfectly combined research skills with business impact. Advanced to Marketing Campaign Coordinator earning \$33/hour.

Why Lead Generation Creates Sales Career Value

Lead generation skills remain essential as businesses increasingly rely on systematic prospect development and pipeline management, ensuring career security across expanding sales and marketing sectors.

The growing importance of customer acquisition and revenue growth creates increasing demand for skilled lead generation professionals who can identify qualified prospects and support sales team success.

Lead generation capabilities provide foundation for advancement across sales, marketing, and business development roles that value prospect research and

customer acquisition expertise.

Lead generation experience provides comprehensive sales and marketing knowledge that creates advancement opportunities across revenue generation, business development, and marketing strategy fields.

Ready to launch your lead generation career? Apply today to begin earning \$25-\$35/hour while developing valuable sales and marketing skills that create advancement opportunities across the growing business development and revenue generation economy.



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