SAMPLE

Excerpt from: Remote Job Hunter’s Workbook

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SKILLQUESTERS

THE REMOTE JOB HUNTER'S WORKBOOK

Resume worksheets • Cover letters
STAR interview stories • 30-day tracker

A fill-in workbook for landing your next remote role.

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How To Use This Workbook

Remote hiring is a numbers game played with quality ammunition.
This workbook builds your ammunition, then tracks every shot.

Work through it in order:
PART I — STRATEGY (read these first):
  Ch.1 The Remote Job Market — know the landscape.
  Ch.2 Where to Find Remote Jobs — the boards and back doors.
  Ch.3 Your Remote-Ready Resume — beat the ATS.
PART II — AMMUNITION (fill these in):
  Skills Inventory — list everything you can do.
  Achievement Bullets — turn experience into proof.
  Ch.4 LinkedIn for Remote Hunters — get found.
  Cover-Letter Templates — 3 templates + 4 email scripts.
  STAR Story Builder — 5 interview stories.
PART III — INTERVIEW & OFFER:
  Ch.5 The Video Interview Playbook.
  Ch.6 Salary Negotiation for Remote Roles.
  Ch.7 Spotting & Avoiding Job Scams.
PART IV — EXECUTION:
  Target Companies — 20 companies worth your time.
  Ch.8 Networking That Actually Works.
  30-Day Tracker — apply daily and log everything.
PART V — THRIVE:
  Ch.9 Time Management for Remote Workers.
  Ch.10 Your First 90 Days Remote.
  Real Stories — three people who did it.

Rules:
• Print it or fill it in digitally — but FILL IT IN. A blank workbook changes nothing.
• Tailor every application. One generic resume sent 100 times loses to
  10 tailored resumes every time.
• Follow up once, 7-10 days after applying. Polite persistence wins.
• Track everything. What gets measured gets interviews.

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Chapter 1. The Remote Job Market

What you're walking into — and why you can win

Remote work is not a pandemic leftover. It is a permanent restructuring of how companies hire. By 2026, roughly one in five professional job postings in the United States is remote-friendly, and fully distributed companies — firms with no headquarters at all — now number in the thousands. The opportunity is real. So is the competition: a single attractive remote posting routinely draws 100 to 300 applicants in its first week.

That sounds intimidating until you understand the math. Most of those 200 applicants disqualify themselves: generic resumes blasted without tailoring, cover letters that say nothing, no proof they can work independently. Hiring managers for remote roles are not looking for the most decorated candidate. They are looking for the candidate who proves three things: **you can do the work, you can manage yourself, and you can communicate clearly in writing.** This workbook is engineered around exactly those three proofs.

Which roles hire remotely most

- Customer support & success — the largest remote category; often entry-friendly
- Sales (SDR, account executive) — remote-first at most SaaS companies
- Marketing (content, SEO, paid ads, lifecycle) — portfolio beats pedigree
- Software engineering & DevOps — the highest-paid remote track
- Design (product, brand, motion) — portfolio is the resume
- Data (analytics, data science) — SQL + one visualization tool opens doors
- Operations, HR, and finance — growing fast as companies distribute
- Writing, editing, and video — freelance-friendly, often contract-to-hire

What remote actually pays

Remote does not mean cheap. US remote salaries track close to on-site salaries for the same role, though some companies adjust for cost of living. As a rough 2026 guide: entry-level remote support roles land around $40,000–$55,000; mid-level marketing, sales, and operations roles cluster at $65,000–$95,000; software engineers range from $90,000 well past $180,000. Treat any posting far below these bands as a red flag, not an opportunity — you will learn why in Chapter 7.

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