

# Questions Before You Chase The Upside

Questions before chasing a high-paying sales job covering average deal size, median ramped earnings, quota attainment, lead source, sales cycle, payout timing, and recent rep outcomes.

<https://accountexecutivejobs.com/blog/account-executive-jobs/highest-paying-sales-jobs>

**Account Executive Jobs**  
Candidate checklist

Downloadable checklist

## Questions Before You Chase The Upside

A high-paying sales job should survive basic discovery.

01 **Average deal size**  
What does one closed deal usually produce?

02 **Median ramped earnings**  
What does the median fully ramped rep actually make?

03 **Quota attainment**  
What percentage of fully ramped reps hit target?

04 **Lead source**  
How much pipeline is provided versus self-sourced?

05 **Sales cycle**  
How long from first meeting to paid commission?

06 **Payout timing**  
When is commission earned, paid, clawed back, or delayed?

07 **Last three reps**  
What happened to the last three people in this role?

Ask before you optimize your life around the OTE.

AccountExecutiveJobs.com

## Use this reference

Read the full guide for the context behind this visual. The original illustration and its source belong together when you share it.

## Notes

---

---