

Steal My Upwork Bidding Strategies

I Use to Win High-Ticket Clients

Over the years, I've tested a lot of things on Upwork.

These are the strategies I personally follow when I bid on jobs on Upwork, and they actually work for me.

Check the Client's History First

- Make sure the client's payment method is verified.
 - If the client is from a developed country, I follow up.
 - The client should have at least a 70% hiring rate.
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Too Many Interviews? I skip.

If a client is already interviewing 4-5 people, I usually don't bid.

Right Time to Bid

- I don't bid on jobs that were posted more than an hour ago.
 - I apply to jobs that were posted within the last 30 minutes.
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Proposal Quality

I focus on writing high-quality proposals.

Personalize Every Proposal

- Don't send the same copy-paste proposal to every client.
 - Read the job post carefully and mention something specific about their business or problem. (This shows you actually paid attention.)
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Lead With Value, Not Your Resume

- Clients don't care about your story.
 - They care about their problems.
 - Start with their pain point + one quick actionable suggestion.
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End with a Clear CTA

- Don't close with: "*Hire me, please.*" That sounds like begging :)
 - Instead, ask something simple that makes it easy for them to reply.
 - Example:
 "Would you like me to share a short strategy outline before we move forward?"
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