

WE'RE HIRING

Business Development Representative

Wealth Sprouts & Co. • Remote • 1099 Independent Contractor

REMOTE

1099 CONTRACTOR

COMMISSION-BASED

FLEXIBLE SCHEDULE

Wealth Sprouts & Co. is a workplace financial wellness company focused on helping employees build stronger financial stability through education, strategy, and employer-supported resources. We work with small to midsize organizations and are expanding our growth team. We also offer a public financial education library for individuals who prefer a self-guided approach.

About the Role

We are seeking a **Business Development Representative** to help grow both our employer and individual audiences.

This is a **remote, 1099 independent contractor role** focused on self-sourced outreach, relationship building, lead qualification, and business development. You will identify and engage potential employer clients as well as individuals who may benefit from Wealth Sprouts & Co.'s financial education programs and resources.

This is not a traditional closing role. You will be responsible for sourcing and developing opportunities, qualifying prospects, and moving qualified employer opportunities toward a discovery call. The CEO will handle the primary discovery and closing process for employer opportunities.

Note: This is a self-sourced prospecting role; the company does not provide a pre-qualified lead list.

What You'll Do

Business-to-Business Outreach

- Conduct outbound outreach to HR leaders, office managers, business owners, and other decision-makers at small to midsize organizations
- Use cold calling, email, LinkedIn, and other appropriate outreach methods to develop relationships with potential employer clients
- Identify organizations that may benefit from Wealth Sprouts & Co.'s workplace financial education programs, employer curriculum, and workshops
- Qualify prospects using a framework provided by the company
- Schedule qualified discovery calls with the CEO
- Follow up consistently with employer prospects throughout the sales process
- Maintain accurate records of outreach, conversations, opportunities, and follow-up activity

Individual Outreach

- Conduct outreach to individuals who may be interested in Wealth Sprouts & Co.'s financial education programs and self-guided library
- Introduce prospective participants to relevant Wealth Sprouts & Co. resources
- Follow up with interested individuals and help move them toward enrollment
- Build relationships within appropriate personal, professional, and community networks

- Track individual outreach and results

What We're Looking For

- Strong, professional communication skills, especially by phone
- Comfortable initiating conversations with people you do not already know
- Self-motivated and able to manage your own schedule and productivity
- Consistent, resilient, and comfortable with outbound prospecting
- Strong follow-through and organization
- Comfortable using email, LinkedIn, video conferencing, and digital tools
- Prior experience in sales, business development, recruiting, customer service, fundraising, outreach, or a similar role is strongly preferred
- Interest in financial wellness, financial education, workplace benefits, or employee development is a plus
- **No financial credential or financial-services background is required**
- High school diploma or equivalent experience
- Willingness to learn Wealth Sprouts & Co.'s programs, outreach process, and qualification framework
- Ability to work independently and consistently in a remote environment

What Wealth Sprouts & Co. Provides

- | | |
|---|--|
| • Company & program training | • Lead qualification framework |
| • Business development training | • Employer-facing program & workshop materials |
| • Prospecting guidance | • CRM/shared tracking tools |
| • Outreach scripts & messaging frameworks | • CEO guidance & weekly team meetings |

Compensation & Structure

- **1099 independent contractor**
- Commission-based compensation
- Commission is earned on eligible business sourced through your outreach after the client has completed payment to Wealth Sprouts & Co.
- Employer opportunities may include workplace financial education curriculum and workshops
- Individual opportunities may include eligible individual program or coaching purchases
- Flexible remote schedule
- Weekly team meeting with the CEO
- Opportunity for additional responsibility and growth as Wealth Sprouts & Co. expands

Important: This is a performance-based, self-sourced role. There is no hourly wage or guaranteed compensation for time spent prospecting.

Who This Role May Be a Good Fit For

This opportunity may be a strong fit for someone who enjoys meeting new people, building relationships, making outbound calls, and creating opportunities from scratch. You do not need to be a financial professional. We are

looking for someone who is **professional, consistent, coachable, resourceful, and willing to do the outreach required to build a pipeline.**

How to Apply

Please submit your resume and a cover letter addressing all five questions below to **diamond@wealthsprouts.org**.

Please submit the following:

- 1 **Resume**
- 2 **Cover letter** addressing all five questions below
- 3 **Optional:** 2–3 minute Loom video answering the same questions

Application Questions

1. Tell us about your experience with sales, outreach, customer service, recruiting, networking, or relationship building.
2. This role requires consistent cold outreach. How would you approach contacting someone who has never heard of Wealth Sprouts & Co.?
3. Tell us about a time you had to stay consistent with something even when you weren't getting immediate results.
4. How would you organize your week to manage B2B prospecting, individual outreach, follow-up, and other responsibilities?
5. Why are you interested in helping grow Wealth Sprouts & Co., and what do you believe you could bring to this role?