WE'RE HIRING

Program Ambassador & Financial Coach

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 also provide a public financial education library for individuals who want to learn through a self-guided program or receive support from a financial coach.

About the Role

We are seeking a **Program Ambassador & Financial Coach** to help expand Wealth Sprouts & Co.'s reach while supporting individuals participating in our financial education programs.

This is a **remote, 1099 independent contractor role** combining business development, program outreach, financial education, and curriculum-based coaching. The role includes two primary areas of responsibility:

Business Development

You will identify and engage potential employer clients, conduct outbound prospecting, qualify opportunities, and help introduce Wealth Sprouts & Co.'s workplace programs to organizations.

Financial Coaching & Program Support

You will work directly with individuals who enroll in Wealth Sprouts & Co.'s programs, helping them work through the educational material, understand the concepts being presented, stay engaged, and apply the program's lessons and action steps.

> **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 calls, email outreach, LinkedIn outreach, and other appropriate prospecting activities
- Identify HR leaders, business owners, office managers, and other decision-makers at small to midsize organizations
- Qualify employer prospects using a framework provided by Wealth Sprouts & Co.
- Schedule qualified discovery calls with the CEO
- Assist with presenting and explaining Wealth Sprouts & Co.'s workplace financial education programs
- Help introduce employer prospects to available curriculum and workshop options
- Follow up consistently with employer contacts throughout the sales process
- Maintain accurate records of prospecting activity and opportunities

Financial Coaching & Program Support

- Work directly with individuals enrolled in Wealth Sprouts & Co.'s financial education programs
- Help participants navigate and work through the program curriculum
- Explain and reinforce financial education concepts covered within the program
- Help participants understand program activities, exercises, and action steps
- Provide encouragement, accountability, and support throughout the program
- Answer participant questions related to the educational material
- Track participation, progress, and follow-up
- Help participants stay engaged with the program and complete applicable activities

What We're Looking For

- Currently pursuing or holding a CFP, AFC, ChFC, or comparable financial planning/financial services credential **or** demonstrated education and experience in financial planning, financial education, coaching, or a related field
- Comfortable conducting outbound business development and speaking with prospective employer clients
- Comfortable working directly with individuals in a coaching or educational setting
- Strong professional communication skills, including phone and presentation skills
- Self-motivated and able to manage an independent remote schedule
- Organized, consistent, and dependable with follow-up
- Comfortable learning and using digital platforms, CRM/tracking tools, and virtual meeting technology
- Genuine interest in financial education and helping people improve their financial knowledge and behaviors

What Wealth Sprouts & Co. Provides

- Program & curriculum training
- Prospecting guidance
- Lead qualification framework
- Participant coaching framework
- CEO guidance & weekly team meetings
- Business development training
- Outreach scripts & messaging frameworks
- Employer-facing presentation & program materials
- CRM/shared tracking tools
- Ongoing feedback & professional development

Scope of Coaching

This role provides **educational coaching and participant support within Wealth Sprouts & Co.'s established curriculum**. The role is not intended to provide individualized investment, tax, legal, insurance, or other regulated professional advice or services outside the scope of Wealth Sprouts & Co.'s educational programs.

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 or providing program support.

Who This Role May Be a Good Fit For

This role may be a strong fit for someone who understands financial concepts, enjoys educating and coaching others, and is also comfortable with business development. You should be comfortable doing both sides of the work: **creating opportunities through outreach and helping individuals succeed once they enter the program.**

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

Application Questions

1. Tell us about your financial education, financial planning, coaching, or related experience. What experience or knowledge would you bring to working with participants in a financial education program?
2. How would you explain a financial concept to someone who feels overwhelmed or has limited financial knowledge? Give an example of how you would make the information easier to understand and actionable.
3. A significant part of this role involves self-sourced business development and prospecting. How would you approach identifying and contacting an HR leader, business owner, or other decision-maker who has never heard of Wealth Sprouts & Co.? Walk us through how you would start the conversation and work toward a potential discovery call.
4. Prospecting requires consistency, follow-up, and the ability to handle unanswered calls, "no" responses, and periods without immediate results. Tell us about a time you had to consistently pursue an opportunity, goal, or relationship despite not getting an immediate positive response. What did you do?
5. This role requires you to both create opportunities through outreach and support participants once they enroll. Why does this combination interest you, and what do you believe you could contribute to Wealth Sprouts & Co.?