FICOMM PARTNERS

Business Development Manager (Part-Time)

Employment type	Part-time — Approximately 20 hours per week
Location	Remote
Reports to	Meg Carpenter, CEO & Founder

The Opportunity

We're looking for a part-time business development manager to help grow our qualified prospect pipeline. This is a high-autonomy role for someone who doesn't need a full-time seat to make a real impact: twenty hours a week, a handful of clear priorities, and the trust to run with them.

What You'll Do

- Generate qualified leads for our existing service lines, working within Ficomm's established criteria for what counts as a good fit.
- Leverage your own network and relationships to find and create qualified lead opportunities.
- Build relationships with private equity (PE) firms, creating a qualified referral pipeline from this important distribution channel.
- Represent & network on behalf of Ficomm at industry events and in conversations across the RIA and wealth management community.

What Success Looks Like

Success in this role means consistently meeting and exceeding expectations outlined in this job description. Within a 12-month period, this role is expected to produce $2.5 million or more in signed new annual revenue. Revenue mix varies by product but as an example, this could look like the following types of engagements onboarding within a 12-month period:

- 12 new retained clients
- 12 new Growth Marketing Audit clients
- 2 new Accelerator clients

What We're Looking For

- Experience in business development, sales, or relationship management, ideally within financial services, wealth management, or another relationship-driven professional services field.
- Demonstrated leadership in marketing for RIAs and financial advisors, with clear ability to communicate Ficomm’s value, differentiators, products and services.
- Strong culture alignment with Ficomm’s purpose, vision, mission, and values.
- Ability to work successfully as part of the Ficomm team.
- A natural networker who builds relationships easily and turns them into real, qualified opportunities.
- Existing relationships or credibility within RIA community, including PE firms, asset managers, and other potential distribution channels.
- Comfort working independently and prioritizing across multiple goals with limited hours.

- Ability to estimate and forecast necessary expenses, and stay within approved expense budget.
- Strong written and verbal communication skills.

Compensation & Structure

100% commission-based

- **Draw against commission:** available for the first 3 months while your pipeline and client relationships are ramping up.
- **Expenses:** covered under an agreed-upon allowance based on the recommendations you outline in advance and request.
- **What's commissionable:** new business you personally generate and Ficomm closes. Existing and new Ficomm "house" leads are not commissionable.
- **How it's calculated:** commission is based on gross profit and is paid once Ficomm has received payment from the client, not upon signature.
- **Timeframe:** this structure applies to your first 12 months in the role and is built around Ficomm's growth goals for that period and can be re-evaluated for year two.

  Exact commission rates and payout mechanics will be shared during the interview and offer process.