

Career Opportunity
Stephen Capital Partners™ Partner Program
Founding Business Development Partners (3 Independent Contractor Positions Available)

Location: Remote (United States)
Compensation: Commission-Based | Unlimited Earnings

Help Strengthen Nonprofits. Build Your Own Income.

Stephen Capital Partners (SCP) is seeking three entrepreneurial professionals to become our inaugural Business Development Partners.

This is not an employment position. You will operate as an independent contractor, controlling your own schedule, methods, and business activities. You are free to represent other companies and offer other services alongside this relationship.

If you're motivated, enjoy networking, and want uncapped income without a salary cap or mandatory sales quota, we'd like to hear from you.

About Stephen Capital Partners™

Stephen Capital Partners, LLC is a consulting and advisory firm dedicated to strengthening nonprofit organizations, educational institutions, and mission-driven businesses through strategic consulting, governance, compliance, finance, grant development, workforce initiatives, and technology solutions.

Our flagship SaaS platform, Nonprofit Compass™, provides nonprofit organizations with practical tools to improve governance, compliance, board oversight, and organizational health.

What You May Promote

Business Development Partners may introduce organizations to:

Nonprofit Compass™ — Subscription software helping nonprofits with governance, board management, compliance, organizational health, risk management, and executive dashboards.

Subscription Plans:

- Starter – $29/month
- Standard – $49/month
- Professional – $69/month

Additional SCP Services — Partners may also generate referrals for grant development, grant research, strategic planning, board governance, bookkeeping, QuickBooks Online setup, nonprofit formation, IRS compliance, organizational assessments, training & workshops, and workforce development consulting.

As SCP expands, Partners may become eligible to represent additional products and services.

Your Role

You'll:

- Identify nonprofit organizations you believe could benefit from SCP's offerings
- Build relationships with nonprofit leaders
- Conduct outreach using methods and tools of your choosing (email, LinkedIn, networking, conferences, referrals, etc.)
- Schedule demonstrations at times that work for you and the prospect
- Follow up with prospects on your own timeline
- Generate qualified subscription customers
- Track referrals for commission calculation purposes
- Operate in a manner consistent with your independent contractor status

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Ideal Candidates

We're looking for people who have experience in one or more of the following: nonprofit leadership, fundraising, business development, SaaS sales, consulting, grant writing, public sector, community development, higher education, healthcare, or faith-based organizations.

No specific degree is required. Relationship-building ability matters more than formal credentials.

NOTE: INDIVIDUALS WITH PREVIOUS CRIMINAL RECORDS ARE STRONGLY ENCOURAGED TO APPLY.

Compensation

This is a 1099 Independent Contractor opportunity.

Commission Structure

Partners receive 30% recurring commission on all Nonprofit Compass™ subscription revenue for the first twelve (12) months of every customer they personally acquire who becomes a paying subscriber.

There is no cap on earnings. Commissions are paid monthly. No minimum activity level or sales quota is required.

Relationship with SCP

As an independent contractor, you:

- Set your own work schedule and hours
- Control the methods and tools you use to perform services
- May represent other businesses and offer other services
- Are not required to accept any specific engagement
- Are responsible for your own taxes, insurance, and business expenses

This relationship is not exclusive, and nothing in this posting creates an employer-employee, partnership, or joint venture relationship.

Growth Opportunities

Outstanding Partners may be offered higher commission percentages, exclusive geographic territories, exclusive nonprofit market sectors, leadership opportunities, or access to future SCP products and services.

Why Join SCP?

Unlike many commission-only opportunities, you'll represent services that genuinely strengthen organizations. Every nonprofit you help has the potential to improve governance, secure funding, increase compliance, and better serve its community. We're building long-term relationships — not chasing one-time transactions.

Founding Partner Opportunity

Only three Founding Business Development Partner positions are currently available. Founding Partners will help shape the future of the Stephen Capital Partners™ Partner Program and receive priority consideration for future leadership opportunities.

How to Apply

Please submit to hr@stephencapitalpartnersllc.com

- Resume or LinkedIn Profile
- Brief description of your experience
- Why you'd be successful in this role
- Your strategy for reaching nonprofit organizations
- Examples of previous business development or sales success (if available)