



Commission-Based Business Development & Recruitment Partner

Location: Primarily Remote (U.S.-based) Some Travel Required

Type: Full Time / Independent Contractor Commission-Based

About us: John Leavy Consulting is dedicated to delivering tailored talent solutions and strategic business development services for the Financial Services industry. With a focus on partnership, integrity, and measurable results, we provide clients with access to highly skilled consulting professionals and innovative approaches to meet evolving market demands. Our commitment is to help organizations unlock potential, drive growth, and navigate the complexities of an ever-changing landscape.

Role Overview: We're seeking a proactive, relationship-oriented Business Development & Recruitment Partner to expand our market presence and cultivate connections with both clients and top-tier consulting talent. This dual-role opportunity is ideal for someone who understands the nuances of the Financial Services sector and excels in identifying opportunities for strategic growth and partnership.

This is a primarily remote role with occasional travel for client meetings, industry events, or team collaboration.

Key Responsibilities

Business Development

- Business Development
- Identify and nurture relationships with prospective clients within the Financial Services industry
- Articulate the value of our strategic offerings with clarity and professionalism
- Build and nurture long-term relationships through thoughtful outreach and follow-up
- Collaborate with leadership to refine messaging and target markets

Recruitment

- Source and screen independent consultants and subject matter experts with Financial Services experience
- Conduct initial interviews and assess alignment with our firm's values and client needs
- Maintain a pipeline of qualified candidates for current and future engagements
- Support onboarding and talent engagement processes

Ideal Candidate

- Proven experience in B2B sales, recruiting, or professional services—preferably within Financial Services
- Strong communication skills across email, LinkedIn, and virtual meetings
- Comfortable working independently with a high level of accountability
- Familiarity with consulting, project management, or strategic advisory work
- Values integrity, transparency, and collaborative success

Compensation & Growth

- **Generous commission structure** tied to client acquisition, consultant placement, and performance milestones
- **Incentive bonuses** for referrals, strategic wins, and long-term client retention
- **Clear growth pathway** to a salaried Principal role within the firm, based on performance, alignment, and strategic contribution

Long-Term Opportunity

This role is designed for professionals who want to grow with us. As our firm expands, so will your influence—potentially evolving into a leadership position with equity, strategic input, and a seat at the table.

How to Apply: Interested candidates are invited to submit their resume and cover letter on our careers page [Careers](#). Join us at John Leavy Consulting and make a significant impact on our clients' success through exceptional accounting consulting services.