

Position Overview

Job Title: Independent Sales Representative (1099 Contractor)

Location: Polk County, FL (Field / Remote)

Compensation: Pure Commission (\$150.00 Flat Set-up Fee + 10% Recurring Monthly Residuals)

Employment Type: 1099 Independent Contractor

Agency Job ID: EAHCA-1099

Entrepreneurial B2B/B2C Sales Partner – 1099 Independent Contractor

Territory Focus: Polk County, FL (With expansion rights in Hardee, Hillsborough, Highlands, and Manatee Counties)

The Opportunity

Build your own business within our brand. We are a premier, state-registered Homemaker and Companion Services Provider legally registered with the Florida Agency for Health Care Administration (AHCA). We deliver elite, hands-off non-medical care solutions to senior citizens across AHCA District 6.

We are seeking **entrepreneurial professionals, business builders, and ambitious Marketing or Business Administration students** to drive our regional expansion. As a **1099 Independent Sales Representative**, you are your own boss. You enjoy complete freedom over your schedule, sales methods, and strategic approach while helping local families secure vital care for their loved ones.

Why This Is the Ultimate Launchpad for Your Career

- **Complete Autonomy:** Zero micro-management. You choose your hours, design your daily routine, and execute your own sales strategies.
- **Uncapped Earning Potential:** Your revenue scales directly with your performance under a lucrative, formal commission agreement.
- **Resume Gold for Future Executives:** Gain real-world mastery in B2B/B2C pipeline management, healthcare marketing, and territory optimization.

Scope of Work (What You Will Do)

- **Deal Generation & Closing:** Independently source, educate, and secure service contracts with families and organizations needing companion care.
- **Grassroots B2B Marketing:** Cultivate a powerful local network by distributing

marketing assets to senior centers, healthcare facilities, rehab locations, elder law firms, and community groups.

- **Pipeline Management:** Build, track, and independently manage your own prospective lead database from cold outreach to signed contract.

Who You Are (Preferred Profile)

- **Academic Track:** Pursuing or holding a Bachelor's degree in **Business Administration, Marketing, Healthcare Administration, Communications, Social Work, HealthCare Management or Gerontology**.
- **Sales Savvy:** Passionate about mastering both relationship-driven healthcare networks (**B2B**) and closing agreements directly with families (**B2C**).
- **Community Connected:** An existing network within Florida healthcare circles (social workers, discharge planners, senior directors) is a massive plus.
- **Tech-Forward:** Comfortable utilizing tools like **Excel, Salesforce, HubSpot, or Zoho** to map pipelines, alongside **Microsoft 365 or Google Workspace**.

Partner Requirements

To protect yourself, our agency, and the vulnerable senior demographic we serve, you must meet the following criteria before launching:

- **Business Tools:** Own and operate your own everyday business tools, including a smartphone, computer, and a reliable personal vehicle.
- **Navigation & Protection:** Maintain active auto insurance meeting Florida's financial responsibility laws and possess the ability to use GPS route-optimization apps for multi-county travel.
- **AHCA Clearance:** Successfully pass a mandatory **Florida AHCA Level 2 fingerprint background screening** to safely handle sensitive client demographics and personal data.
- **Tax Status:** This is an independent contractor business opportunity and does not establish an employee/employer relationship. You will operate as a **1099 Independent Contractor**, receive an IRS-1099 form, and retain full responsibility for your own business expenses and withholding taxes (including Social Security and Medicare). A signed **IRS Form W-9** is required prior to receiving marketing collateral or client leads.