

Head of Partnerships // North America

Remote | U.S.

Overview

10M small business owners will exit over the next decade, transferring a historic \$5T in wealth. Legacy systems cannot keep up.

Unbroker is the AI-first M&A fintech modernizing the valuing, buying, and selling of Main Street and Midmarket businesses. We pair machines with human expertise to facilitate faster, smarter, and more modern sales. Founded in 2025 and doubling in size every 60 days since, the company has been recognized by the Associated Press and ABC News, partnering with both small business owners and national organizations. Unbroker leadership has over \$20B in M&A experience, including previous exits in venture, private equity, and public-backed organizations.

Role

The Head of Partnerships owns and advances Unbroker's partnership strategy across North America.

You will create a partner program that turns trusted networks into signed seller engagements. You'll build the operating model, manage partner relationships, and help shape how Unbroker generates partner-sourced deal flow globally. This is a role for someone who combines strong partnership instincts, strategic vision, and tactical execution with a fast-moving and modern mindset.

You will extend existing partnerships with organizations such as the National Association of Enrolled Agents and build many more, such as within the Small Business Administration ecosystem, Goldman Sachs 10,000 Small Businesses, Intuit/TurboTax, International Business Brokers Association, wealth management firms, and industry associations.

This is not just a relationship role. It is a high-motion, hands-on leadership position responsible for signed engagement volume. Unbroker already has important partnership momentum - this is about turning that momentum into a repeatable, measurable source of deal flow.

What You'll Do

- Formalize the North American business plan for partnerships
- Extend existing partnerships, including the National Association of Enrolled Agents
- Build new partner channels in places like the Small Business Administration, Goldman Sachs 10,000 Small Businesses, Intuit/TurboTax, IBBA, wealth management firms, and industry associations
- Create partner programs that consistently generate signed seller engagements
- Develop partner outreach, enablement, training, and co-marketing systems
- Track partner-sourced deal flow from introduction through signed engagement

- Use AI, automation, and modern workflows to move faster and reduce friction
- Help refine repeatable systems that improve throughput and outcomes
- Meet or exceed the established partner-sourced signed engagement target

Who You Are

You are commercially sharp, credible with partners, and strong in motion. You know how to build trust across institutions, turn relationships into measurable channels, and keep an organization moving without losing control of the details.

Ideally You:

- Have 5-10+ years experience in partnerships, business development, channel sales, or related commercial experience
- Have built or scaled partner programs that generated measurable revenue or deal flow
- Understand how to build trust and build networks within regional and national markets
- Are comfortable working with professional associations, financial institutions, tax/accounting ecosystems, and industry groups
- Are strong with both relationship-building and execution
- Have operated within or have an affinity for startup/early stage company cultures
- Embrace AI and modern tools rather than clinging to manual, legacy ways of working
- Can operate with urgency, judgment, and independence

Why This Role

You will be a key executive at Unbroker. You will define how partnerships become a core growth engine inside a company deliberately rethinking how Main Street M&A should work. You will have real ownership, real visibility, and real influence over the direction of the company. If you like speed, responsibility, and the chance to shape a more AI-native operating model in a real business environment, this is that opportunity.

Compensation

This is a commission-based executive role.

Annual on-target earnings (OTE) of \$150K-\$300K+. Equity available.

To Apply:

Email your resume or LinkedIn profile to careers@unbroker.com

More information on [joining Unbroker available here](#).