

Regional Exit Advisor // Various U.S. Markets

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 Regional Exit Advisor owns and advances deal flow across assigned U.S. markets.

You will run seller engagements and live deals in your region, build relationships with owners and buyers, and help shape how Unbroker operates on the ground. This is a role for someone who combines strong local market instincts, deal judgment, and execution with a modern mindset.

This is not a passive role. It is a high-motion one.

What You'll Do

- Own and grow deal flow across assigned regional markets
- Lead deals from seller engagement through close
- Advise owners on positioning, buyer fit, and negotiation
- Build relationships with owners, buyers, and referral sources in your region
- Use AI, automation, and modern workflows to move faster and reduce friction
- Help refine repeatable systems that improve throughput and outcomes

Who You Are

You are commercially sharp, credible with owners, and strong in motion. You know how to use technology to advance a deal, guide a client, and keep things moving without losing control of the details.

Ideally You:

- Have experience in sales, business development, M&A, or other commercial experience
- Understand how to build trust and move opportunities within local and regional markets

- Are strong with both relationship-building and execution
- Embrace AI and modern tools rather than clinging to manual, legacy ways of working
- Can operate with urgency, judgment, and independence

Please note: a real estate license is not mandatory to start the role but generally recommended, and will be required for practice in the following states: California (or securities license), Florida, Iowa, Michigan, Minnesota, South Dakota, Tennessee, Wisconsin.

Why This Role

You will help build a modern regional sales practice inside a company deliberately rethinking how Main Street M&A should work. You will have real ownership, real visibility, and real influence over how your markets are built. 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

Exit Advisors are independent contractors. Unbroker provides deal flow; you do not need to prospect or generate leads. Compensation is 100% commission based, with meaningful performance-based accelerators tied to successful closings. Equity is available.

Annual on-target earnings (OTE) of \$250K-\$500K+.

To Apply:

Review the full [Join Unbroker candidate packet here](#).

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