



THE WELL HOME.

WE ARE HIRING

Director of Channel Partnerships

Longevity Clinics, Functional Medicine, and Human Performance

Show me your home, and I can predict your health.

That's not a metaphor. Where you live shapes how you sleep, how you age, and how long you live. For a century this industry sold beauty and ignored biology. We're here to fix that. The most powerful medicine was never a pill. It's the way we live in our spaces.

The Well Home builds homes engineered to make people healthier and longer-lived, and we intend to make health the way the world builds. This is hard, and it's not for everyone. But if you'd rather change how the world lives than fill another role, keep reading.

ROLE	Director of Channel Partnerships, Longevity Clinics, Functional Medicine & Human Performance
LOCATION	Remote. A relationship-driven role, with travel to partner clinics as needed.
COMMITMENT	Fractional to start, designed to scale into full time
REPORTS TO	Founder & CEO

COMPENSATION

Base retainer plus performance commission, with a path to full time and equity

About The Well Home

We are disrupting a dinosaur industry. For decades, home building obsessed over how a space looks and ignored what it does to the people inside it. We are rewriting that.

We are the first firm of its kind, founded by a doctor and designer to prove one idea: your home should be your greatest partner in health and longevity. We design living environments that optimize healthspan, aligning air, water, light, and circadian rhythm with rigorous medical science. We call it Restorative Luxury.

The timing is rare. Wellness has become the single greatest driver of value in luxury real estate: among the most requested features in high-end homes, a proven premium on value, and a market projected to reach 1.1 trillion dollars by 2029. We are early, and we intend to own the category.

The Role

We are looking for an entrepreneurial leader to own and scale our Longevity Clinic channel from the front lines. It is a hunter operator hybrid: equal parts dealmaker and builder. One day you are winning relationships with longevity clinics, functional medicine practices, and human performance centers. The next you are building the playbook, packages, and systems that turn them into revenue at scale.

You will not start from scratch. We already have a base of premier clinic partners, and you should arrive with your own relationships across longevity and human performance. What you will own:

- **The channel, end to end.** Run the longevity clinic channel as your own business within the business.

- **The relationships.** Open doors and deepen trust with clinic founders, medical directors, and patient coordinators. You are the face of this channel, with our founder working alongside you.
- **The playbook.** Build how we pitch, onboard, and grow clinic partners, turning early wins into a repeatable system.
- **The use cases.** Learn where our solutions fit into clinical care plans and patient healthspan protocols, and bring that back to shape what we build.
- **The offers.** Package and launch what clinicians will want to recommend to patients, from in-home longevity protocols to diagnostic and wellness packages.
- **The revenue.** Build the referral and revenue-share mechanics, hit the numbers, and grow a channel that funds itself.

What We Are Asking

In your first 90 days: get in front of our existing and target clinics, learn where our solutions fit into their care plans, standardize a package clinicians can easily recommend to patients, and open the first revenue. In the months after, turn those wins into a repeatable, self-sustaining channel. We are asking you to hunt and build, and to bring real relationships from day one.

Who We Are Looking For

This role rests on one rare combination: someone who can win relationships and build the system behind them. If you have only ridden an existing machine, or only charmed clients without building anything, this is not the fit.

- **A hunter and a builder.** You can open a door and close a partnership, and design the systems that make it repeatable.
- **Someone who brings relationships.** You already have a real network across longevity clinics, functional medicine, and human performance.

- **Fluent in the longevity world.** You know longevity protocols, from circadian health to recovery and environmental health, and how clinical care extends into the patient's home.
- **Entrepreneurial and scrappy.** Self-motivated, comfortable doing more with less, happy wearing many hats, and full of ideas rather than waiting for a checklist.
- **Polished with high net worth clientele.** You understand the discretion and standards that clinicians and their patients expect.

A quick gut check. If you need a big team, a guaranteed paycheck with no risk, a finished playbook handed to you, or permission before you act, this will not be your place. But if a blank page and a phone full of relationships you can turn into revenue sounds like a great Monday, read on.

Skills & Experience

- **Business development.** A track record of structuring and closing partnerships: referral and revenue-share deals, negotiation, and revenue you can point to.
- **Systems and pipeline.** CRM discipline, repeatable onboarding playbooks, offer packaging, and the simple channel economics to know a deal is worth it.
- **Clinical fluency.** Conversant in longevity protocols, functional medicine, healthspan, and biomarkers, enough to earn a medical director's trust, with a feel for how clinics run and refer.
- **Compliance awareness.** Mindful of healthcare referral rules, anti-kickback and Stark, and patient privacy, so partnerships are built the right way.
- **AI fluency.** You treat AI as a force multiplier: Claude and Cowork, Google AI Studio and Gemini, and real prompt-engineering skill to research accounts, personalize outreach, and produce proposals and playbooks fast.
- **Data and judgment.** You track conversion and KPIs, and let the numbers guide where you spend your time.

What We Value

- **Good humans only.** Integrity, trust, and discretion are the price of admission, not a differentiator. If you cut corners, this is not the place.
- **Proof over pedigree.** We care about what you have built and closed, not where you went to school.
- **Own it.** We are small. There is no one to hide behind and no one to wait for. You will have real ownership from week one.
- **Say the real thing.** We give each other direct feedback to reach the best answer. Egos stay at the door.
- **Enjoy the build.** This is demanding work, and it should be the most fun you have had in a career.

Compensation

This role starts fractional, with a base retainer plus performance commission tied to the revenue you generate. As the channel proves itself, it is built to scale into a full-time leadership role, with equity potential over time. We will walk through the specifics together.

How We Will Work Together

Our process is simple and built on proof, not promises.

- 1 Submit your written answers, background, and references.
- 2 We meet, including time with our founder, to get to know each other.
- 3 Strong candidates move into a short, paid fractional engagement, so both sides can test the fit for real.
- 4 As the channel proves out, the role grows into a full-time leadership seat.

Questions We Would Love You To Answer

Please answer in writing. Be specific. We care far more about real examples and numbers than polished generalities.

- 1** Tell us about a partnership or channel you built from almost nothing. Take us from the first conversation to repeatable revenue. We want to hear both how you landed the relationships and what you built so the channel did not depend on you being in every conversation.

YOUR RESPONSE

- 2** What relationships would you bring on day one? Name the longevity clinics, functional medicine practices, or human performance centers you already know, and point to specific outcomes you personally drove.

YOUR RESPONSE

- 3** Imagine you start with a few warm clinic relationships and little else. No playbook, no packages, no CRM. Walk us through your first 90 days. Where does the first revenue come from, and what do you build along the way?

YOUR RESPONSE

- 4** Clinicians are busy and protective of their patient relationships. What in-home longevity offerings would they genuinely want to recommend to patients, and how would you make it easy to say yes?

YOUR RESPONSE

- 5 Finally, tell us something a resume would never show. A moment you are proud of, or an obstacle you had to overcome to become who you are. We hire humans, not resumes.

YOUR RESPONSE

References

Please share two to three references, ideally including a partner or client who can speak about your experience in working together. We will reach out only with your permission.

NAME	TITLE & COMPANY	RELATIONSHIP	EMAIL & PHONE

How To Apply

Email your written answers, references, and resume or LinkedIn to

joinus@thewellho.me

We review on a rolling basis and will be in touch if there is a strong fit. Every application is treated in confidence.

This is your chance to build a category from the ground up and change how the world lives inside its homes. You will work directly with our founder and a small, ambitious team. Your ideas go live in days, not quarters. You will be trusted, stretched, and given room to run.

A home well designed gives you a life well lived.



Restorative Luxury · Architectural Wellness | The Well Home is an equal opportunity organization.