

Shopify B2B Wholesale Developer Hiring Scorecard

For brand owners on a first call. Print one per candidate.

START HERE

Any **Stop if yes** box ticked: walk away. Then find the ERP line: a sync adds **120 to 300 hours**, so it decides the budget.

Stop if yes

Says hiding the price in the theme is enough

DEAL BREAKER

Cannot say what stops a /cart/add request

DEAL BREAKER

Gate on the server

Names a B2B catalog or a validation Function (0) (1) (2)

Ask: what blocks a wholesale SKU at /cart/add?

Keeps login and approval as separate checks (0) (1) (2)

Ask: does logging in let someone buy wholesale?

Defaults new products to gated (0) (1)

Ask: what happens to a new product type?

Plan and scope

Counts your price tiers against the 3-catalog cap (0) (1) (2)

Basic, Grow, Advanced: up to 3 catalogs

Has tested the application form under new accounts (0) (1)

Ask: how will you capture the fields?

Adds new files under a prefix, no theme fork (0) (1)

Ask: which core theme files will you edit?

Price and hours

Splits the quote into setup, gate and ERP hours (0) (1) (2)

No ERP: about 25 to 80 hours

Names on-call cover for any ERP sync (0) (1)

Ask: who answers when orders stop?

Hours in their quote: _____

Your score: ____ / 12 Deal breaker hit? Yes / No Candidate: _____

0 to 2 rows: 0 = no, 1 = partly, 2 = yes with proof. 0 to 1 rows: 0 = no, 1 = yes. Bands are my judgment.

0 to 5: Walk away

A theme developer, not a B2B one. Do not sign.

6 to 9: Probe more

Gaps in gating or scope. Ask for a paid scoping call.

10 to 12: Hire

Gates on the server, scopes honestly. Hire if no deal breaker.

Want a second opinion on a B2B quote? kaspianfuad.com/contact

Kaspian Fuad, Shopify developer and CRO consultant

Built a Plus B2B program solo: 3 storefronts, 5 extensions, a 6-layer gate.

kaspianfuad.com/blog/hire-shopify-b2b-wholesale-developer | v1.0 | 2026-10-14

Sources: Shopify Changelog, B2B on non-Plus plans, Apr 2026; shopify.dev Functions and Ajax Cart API