



## **Are You A Technology Professional?**

**Do you want to work on something outside of your current day job that is going to pay you 2x or 3x more than what you are making now?**

**Are you leader or wish to be a leader?**

**Can you create something out of nothing?**

**Do you have an entrepreneurial mindset?**

**Then Fort Strategic is your next stop!**

***Job Title:* Director of Technology Consulting (Part-Time or Full-Time)**

***Website:* [www.fortstrategic.com](http://www.fortstrategic.com)**

***Location:* Headquartered in Worcester and seeking opportunities throughout New England. Worcester County based candidates preferred but New England based candidates a must. Candidate can work remotely at least 80% of time.**

***Compensation:* No base salary. 100% Commission Based. Make It Happen and Make Lots of \$\$.**

***Industry:* Management Consulting/Business Strategy**

**About Fort Strategic:** Fort Strategic, new business strategy/consulting firm located in Worcester, Massachusetts is seeking a Director of Technology. This is a great opportunity for an individual who has an entrepreneurial mindset and wants to be a part of a high growth consulting firm at the ground level. Fort Strategic intends on being a major player in the business consulting field in the New England within the next several years. The question is whether or not you are going to be part of our success. So stop being limited in your career and wallet and eventually work your way out of current job through Fort Strategic.

## **Essential Job Functions**

We are seeking an individual to assume the position of Director of Technology. The ideal candidate must be a calculated risk taker, an entrepreneur, a team player and one who truly values working with a team of very motivated people.

This is a highly visible senior role with responsibility for leading the company's technology growth plans and conveying the company's capabilities to key prospects. This person will work closely with the Managing Director, Director of Marketing, Director of Operations, Director of Strategy and the complete Executive Team in working these deals. The ability to interact with high-level executives within the prospect accounts and network appropriately with decision makers and influencers is critical.

The person in this role is tasked with the development of new technology accounts. They must identify and drive opportunities through the business acquisition process from identification to award. Working from a combination of new leads and named account targets the person must be able to qualify and close opportunities that meet both short and long term growth plans.

Support will be provided through the product and marketing organization (RFP responses, customized presentations, value propositions) and through sales engineers and subject matter experts in the product, operations and project management organizations.

## **Position Summary**

- Prioritize plans and actions with logical and organized approach for go-to-market strategy
- Establish and build new customer relationships
- Establish, schedule and execute key customer meetings with various company representatives
- Respond, with team members, to RFI's and RFP's
- Sign prospects to fit the company's short and long term strategy
- Be accountable for achieving all sales revenue goals
- Ability to analyze customer budgets, requirements and trends from an outsourced service provider perspective with a focus on obtaining new business

## **Skills and Qualifications**

- Strong interpersonal skills and proven ability to establish and develop relationships with Business and/or Technology senior decision makers
- A technology Director, Manager or Consultant with 5+ years of experience in progressively more responsible sales positions with a history of exceeding targeted sales revenue objectives.
- History of converting large network of business contacts into clients
- Proven sales hunter with strong motivation to develop new business and close effectively
- A measurable, highly successful level of experience
- Entrepreneurial drive and track record of personal initiative and professional growth; creativity and tenacity in the face of challenges
- Excellent presentation and negotiation skills; craft logical arguments and deliver them convincingly
- Experience in strategic, complex sales cycles
- Experience with selling multiple-year contracts for intangible services is a plus
- Ability to work well in a fast-paced, high-growth environment
- Experience in selling into small, mid and large corporations
- Established senior-level contacts in these verticals a plus

## **Basic Job Requirements:**

- Basic set of managerial skills involved in the efficient administration of the business unit including directing, implementing, communicating and evaluating of the services it provides to the organization
- Willingness to travel when necessary. Note: The position allows the ideal candidate to work remotely and any travel would mainly be in MA and throughout New England.
- Must have a valid driver's license and a reliable vehicle.

## **Education**

- Bachelor's degree or higher. Significant work experience can be substituted for degree attainment.

## **Submit Resume**

careers@fortstrategic.com

