# Sr. Business Technology Consultant – Team Lead

This role is a combination of Account Management, Incremental MRR Growth (Including Net NEW clients), and Mentorship of the other people on the team. Additionally, as a senior position at Mytech this role is approved to sell into, and manage accounts that have their own internal IT personnel, as they have the experience to navigate these more complex environments.

## 2019 Compensation Plan Overview:

Base Salary – Will vary based on total MRR supported and will range from $60,000 to $90,000, and adjusted quarterly as MRR is added or reduced. The base salary for the Business Technology Consultant is also inclusive of completing agreement renewals for existing clients.

## Commission Schedule:

* Managed Services Revenue: 2.5%
* Project Services Revenue: 2.5%
* Product/Recurring Product Gross Margin: 7%

### Quarterly Bonus:

* Team Attainment of Project Services Revenue of 20%+ (as a percentage of MRR/QRR) = 1% Bonus on Revenue
* Team Attainment of Product/Recurring Gross Margin of 20%+ = 1% Bonus on Product Gross Margin

### Annual Bonus:

* Team Attainment of Project Services Revenue of 20%+ (as a % of ARR) = 0.5% Bonus on Project Services Revenue
* Team Attainment of Project Services Revenue of 25%+ (as a % of ARR) = 0.5% Bonus on Project Services Revenue

### New Client Signing Bonus:

* Reference “New Client Signing Bonus Program” document for Business Technology Consultant.

### Annual Revenue & Performance Goals:

* Managed Services Revenue Retention 100%
* Project Services Revenue Sold =20%+ of ARR
* Gross Margin on Product/Hosted Services = 20%+
* Completion of Quarterly Business Review meetings/deliverables to Clients – 100%
* Completion of Annual Strategic Business IT Roadmap Session with Annual Budget 50%+ (for 2019)
* NEW Client Managed Services = $16,000+