# Invitation to Sr. Business Technology Advisor Role:

Dear Sales Professional,

Thank you for all the time, effort, and feedback you have provided over the past several months to help shape the future of our sales team through redefining individual roles, and structure overhaul. Personally, I am thrilled at what we can accomplish together in 2019 and beyond!

With this letter, Mytech is inviting you to the role of Sr. Business Technology Advisor as an ‘A Player’ on the team. I ask that before you accept this invitation to consider the following:

* Review what it means to be an ‘A Player’ associated with the Sr. BTA Role documentation.
* Personal & Career development are critical in the complex industry of Business & IT Professional Consulting Services. Training will be provided during regular business hours, and your success will depend on learning & applying that knowledge beyond what is provided by Mytech. Only YOU can take responsibility for your personal development.
* Being a Sales Professional is a demanding position that will often extend beyond 40 hours/week. Many client serving, prospect engaging, and networking activities fall before 8am and after 5pm.
* Mytech sales professionals are, and need to behave like leaders. Like it or not, the organization looks to you, and you will be held to a higher standard as a sales professional. You should willingly accept the challenge as a leader within Mytech.

Accepting this invitation to be an ‘A Player’ on Mytech’s sales team means that you will hold yourself accountable to the daily, weekly and monthly discipline that it takes to be successful as an ‘A Player’. It means that you believe that you can be an ‘A Player’ in this role, and that you will practice confidence and humility to admit where you need help, improvement and you will seek out the coaching/mentoring/assistance you need to be an ‘A Player’. The sales team and the entire Mytech Colorado branch is looking to you for client acquisition, client consultation and the resulting revenue production which enables all of our jobs at Mytech to be secure.

Please accept the challenging role of being a Sales Professional at Mytech Partners, Inc., and together we will Grow, Help, and Make a Difference!

Here’s to an incredible career at Mytech Partners, Inc.!

Nathan Austin

VP of Business Development

# {Sales Representative Name} - Sr. Business Technology Advisor

This role primarily seeks new clients, collaborates with clients for strategic roadmap development, mentorship of other team members, and facilitates core account management transition to a Business Technology Managers within 12 months of new client acquisition but retains ultimate accountability for client success within the territory. Additionally, as a senior position at Mytech this role is approved to sell into accounts that have their own internal IT personnel, as they have the experience to navigate these more complex environments.

## 2019 - 2020 Compensation Plan Overview:

Base Salary – $70,000

The base salary is to compensate for being a Sr. Member of the team that includes the responsibility to coach and mentor any Business Technology Managers and/or any Account Coordinators on your team. This also includes any necessary participation in the named accounts in your territory to ensure that Mytech is delivering on our brand promise.

## Commission:

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

### New Client Signing Bonus:

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

## New Client Acquisition Signing Bonuses are defined as such:

Bonus will be paid by tier, and the agreement amount needs to exceed the respective tier to be eligible for the associated bonus. For example if an agreement is $2999/month, that is eligible for the $2000 bonus tier.

 Bonus Tier: Bonus Payout:

Monthly Contracts between $2000+ per month = $2000
Monthly Contracts between $3000+ per month = $3000

Monthly Contracts between $4000+ per month = $4000
Monthly Contracts between $5000+ per month = $5000

Monthly Contracts between $6000+ per month = $6000

Monthly Contracts between $8000+ per month = $8000

Monthly Contracts between $10000+ per month = $10000

Monthly Contracts between $12000+ per month = $12000

Monthly Contracts between $15000+ per month = $15000

Monthly Contracts between $18000+ per month = $18000

Monthly Contracts between $21000+ per month = $21000

Monthly Contracts between $25000+ per month = $25000

Monthly Contracts between $30000+ per month = $30000

Monthly Contracts between $35000+ per month = $35000

The bonus will be paid on the payroll after the first month of client billing, and approval has be received from both Sales Manager and Accounting Department.

### Annual Revenue & Performance Goals:

* NEW Client Managed Services = 6+ Clients and $30,000+
* Year over year Managed Services Revenue Retention >95%
* Project Services Revenue Sold =20%+ of Annual Recurring Revenue
* Gross Margin on Product/Hosted Services = 20%+
* Completion of Quarterly Business Review meetings/deliverables to Named Clients in Territory – 100%

I, {Sales Professional’s Name} accept the invitation to the Sr. Business Technology Advisor role:

Signed\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ Date\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_