



Practical Project Management

Job Description: Technical Sales Representative

Practical Project Management requires an experienced sales representative to sell our technical professional services, which include IT project, program, and product management, plus software and web browser application testing. Our services may be reviewed at <https://www.projectmanagementpractices.com> and <https://www.qatestservices.com>. Our target market is direct or subcontract to commercial, DoD, federal, and state clients.

Responsibilities

- Identify and contact potential clients for the company's services.
- Develop client relationships.
- Present, promote, and sell our professional services.
- Identify client needs, coordinate proposals, and secure client approval.

Qualifications and Requirements

- Gravitas to sell IT professional services.
- Demonstrated IT professional services marketing and sales experience.
- Understand our professional services.

Compensation

- Commission only, to be negotiated.

Job Type

- Part- or full-time, long-term preferred.

Next Steps

- Email your cover letter and resume to Matthew Weaver at Matthew@PracticalProjectManagement.com. Please include your availability to begin a conversation about this opportunity.