



## Job Description

<b>POSITION TITLE:</b>	Project Portfolio Management Professional	<b>DATE:</b>	March 2019
<b>REPORTS TO:</b>	Rick Triplett, VP Sales North America		
<b>LOCATION:</b>	Chicago – or Eastern USA		

### ABOUT CHANGEPOINT

Changepoint is a leading provider of project and portfolio management, enterprise architecture and professional services management applications servicing global customers. We help companies connect their strategic objectives with the execution of their business initiatives and technology projects. Our software applications enable organizations to think about their technology investments, shape the way those investments are made and do high-impact projects in a well-managed way. Our products include Daptiv PPM for resource and task intensive projects, Changepoint PSA for services and contract-based projects and barometerIT for IT portfolio modeling, analysis and insights. With more than 20 years of operating experience in our markets, our team includes 200+ employees operating in seven countries. We have strong institutional backing by Marlin Equity Partners, a global investment firm with more than \$3 billion of capital under management.

### PURPOSE / ACCOUNTABILITY

This role will leverage your Practitioner and Project Management Office (PMO) Leadership experience to provide consultation to prospects and customers on Project Portfolio Management (PPM) processes, best practices and organizational changes related to deploying our Daptiv PPM solution. The position is in the Daptiv North America Sales Organization working alongside Account Executives and Sales Engineers in a pre-sales capacity.

### RESPONSIBILITIES

- Deliver PPM domain, PMO Practitioner, and Daptiv PPM expertise to prospects and customers (cross-sell) in a Pre-Sales capacity.
- Be the PPM expert when partnering with Opportunity Account Teams, including Account Executives, Pre-Sales Engineers and Customer Enablement Architect, to help close sales opportunities.
- Hold peer-to-peer conversations with prospective customers' PMO Leaders and CxO's, being a credible resource (having walked in their shoes) in understanding their desired business outcomes and providing the vision of how we can help them achieve their objectives.
- Key activities during a sales cycle includes presentations via call/web, onsite presentations, customer workshops and demonstrating product when necessary.
- Advise our Customer Enablement Architect with Services recommendations that will best help the customer achieve desired business outcomes.
- Ability to and experience with positioning business relevance of PPM to a variety of PMOs - IT, Enterprise, Line Of Business and New Product Development (NPD).

Location: Chicago or East Coast of the USA

How to Apply: Submit resume to [Rick.Triplett@changeoint.com](mailto:Rick.Triplett@changeoint.com)