
COBALT SHIELDS IS HIRING A

Sales & Client Relationship Manager

COMMISSION-ONLY • PART-TIME • REMOTE (REGIONAL / NORTHEAST U.S.) • 1099 CONTRACTOR

Are you a semi-retired sales or business development professional with experience in IT consulting services? Do you bring a strong network in the nonprofit, healthcare, government, or education sectors? Looking for meaningful, mission-aligned work — on your schedule, at the pace you set, where your earnings reflect your effort?

We'd like to talk to you.

ABOUT COBALT SHIELDS

Cobalt Shields is a small, partner-led consulting firm helping mission-driven organizations strengthen their information technology, cybersecurity, governance, and compliance posture. We provide virtual and fractional IT leadership including CIO and CISO services, targeted security expertise, and trusted advisory work to clients across healthcare, government, education, the nonprofit sector, and corporate.

Every client engagement is partner-delivered. We're growing, and we're ready to bring on a dedicated sales and relationship lead to be the friendly, capable face that helps prospects find their way to us — and helps existing clients feel cared for between engagements.

WHAT YOU'D BE DOING

Opening doors with organizations who could use what we offer.

Leading initial conversations and bringing (and closing) qualified opportunities.

Helping shape proposals and pricing alongside the principals.

Keeping our existing clients close — periodic check-ins, surfacing expansion opportunities, making sure they feel cared for.

Representing Cobalt Shields at events, in your professional network, and on social channels — at whatever level feels right to you.

MAILING

Post Office Box 1361
Webster, NY 14580

CORRESPONDENCE

info@cobaltshields.com
www.cobaltshields.com

HOW THE ROLE IS STRUCTURED

This is a 1099 contractor role, commission-only, on your schedule. That's intentional. We wanted a model that works for someone semi-retired who wants to work at their own pace and is looking to augment their income with a commission-based role.

The owners and principal consultants only get paid when we work. You'd be in the same boat with us — and on the first payment from any new client engagement, you get paid before we do.

COMPENSATION, PLAINLY

Commission only — typically 15% on new client revenue and 10% on expansion engagements.

Paid as we collect from clients (most of our clients pay up front).

No base, no draw — and no cap and no quota either.

Most engagements close 6–12 months after first contact, so this role is best suited to someone with the patience, runway, and seasoned eye to play the long game.

YOU'RE PROBABLY A FIT IF...

You've sold professional services for ten or more years, ideally to one or more of our target sectors.

You have an active, trusted network with which you can and want to continue to maintain relationships — people who would take your call.

You want partners that you can trust with your carefully curated contacts.

You can hold a credible conversation about technology, cybersecurity, governance, risk, and compliance, even if you're not the deepest technical expert in the room.

You're financially set up to take a commission-only role — this isn't designed to be primary household income.

You enjoy being on your own schedule, working with experienced professionals who get out of your way, and representing a small firm where the principals do the work.

WHAT WE PROVIDE

A Cobalt Shields email address and brand identity.

Capability decks, case studies, and marketing materials.

Direct partner support on every prospect call you ask for.

The latitude to run your own playbook — we will not micromanage it.

TO APPLY

Send a short note introducing yourself and a resume or details about your experience and the communities you've served. Email info@cobaltshields.com to apply or with any questions.