

Key Roles

- [Sales Team](#)
- [Capacity Manager](#)
- [Delivery Manager](#)
- [Project Manager](#)

Sales Team

The Sales Team is a group of people in charge identifying potential clients (prospects) and to sell them the services that your company offers.

Capacity Manager

The Capacity Manager (or Resourcing Manager) is the person whose job is to make sure that there is a consolidated view of who's working on what and when (present and future). As the main resource of your company is people's time, this is an essential function. It will allow you to know whether you have too much work coming up and need to hire, or if you need to make adjustments to manage a slowdown in activity.

Delivery Manager

The Delivery Manager is a person in charge of overseeing execution (delivery) of projects. This is a senior role with strong Project Management skills and experience. S/He feeds off the regular project updates to trigger corrective actions in support to Project Managers. S/He is often accountable for the improving the way projects are executed. This role is often combined with the one of Capacity Manager.

Project Manager

The Project Manager is the person accountable for the proper execution of the project. S/He has to ensure that the client is happy with the work that is being delivered, that the financials of the project are under control and that her/his own team is happy. It's a role that requires a versatile mix of skills (technical, organizational, relational). Project Managers are key to the success of projects.