



Arcanium.io

Team Leader Program

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We create products that investors and clients love

Our History

Arcanium is a rock solid USA based tech team at your disposal. Our team comes from a startup background, having built everything from phone systems to artificial intelligence and real-time web applications. Nick Bryant, the CEO, was a senior engineer at Sharpspring.com, Outreach.io and NASA Ames prior to starting Arcanium.

Our team includes a few Ph.Ds, embedded & web engineers and fortune 500 consultants.

About the Program

The Arcanium Team Lead program works with professionals who specialize in **software, creative, marketing, sales** and **entrepreneurship** to advance their careers by moving to client-facing tech consulting.

It's not a job, and it's definitely not a freelance gig. It's a flexible, contract-based entrepreneurship program. As a team lead you will be responsible for running your own business within our business. You will learn to interact with clients, make estimates, build a team and execute.

Your earnings potential will be based on the size and skill of the team you lead.

Case Study: Using Arcanium to Fund a Startup

Many of our team leads come from a startup background. We often work with early stage startup founders who are looking for an alternative funding source to venture capital.

One of our resident teams, Motifai.com, consists of four engineers working part-time. Some of the team members work 40 hours/week for a few months at a time. They manage their arcanium contracts as part of their team's total workload, and it allows them to focus on their startup without financial pressure

How it Works

You will be assigned a mentor who has experience leading teams and handling clients. Your mentor will coach you on your skills and creating your service offerings. Arcanium's clients send us regular work requests. When a request matches with your team, we will send you a requirements document. At this point, you can make an estimate using our [estimate template](#). Our account managers will submit the estimate to the client. Once you get the green light, we kick off the project and introduce you to the client.

Arcanium Provides

- Training
- Mentorship
- Business processes
- Brand Identity

- Sales team
- Marketing Team
- Payroll
- Client Invoicing
- Recruiting & Hiring Support

To summarize, Arcanium creates the support structure that allows you to run your business with minimal distractions. We want you to focus on providing customers the highest quality consulting.

Your Responsibilities

- Project management
- Team leadership
- Client-facing customer service
- Creating solutions and estimates
- Interviewing / Hiring
- Executing on deadlines

To summarize, it's up to you to devise solutions and lead your team. The goal is to provide high quality, consistently executed solutions and to scale your team.

Getting Paid

Your mentor will work with you to set your bill rate and thus your pay rate. Our rule of thumb is to pay out \$50/hr USD for every \$100/hr bill rate.

Your team will track hours via clockify and these will be used to invoice the client / pay your team.

After the initial trial period, you will be entered into our profit sharing program, which will incentivize your team to build your business. The profit sharing percentage is fluid and based on the size & skill level of the team you lead.

Group Manager Role

As you grow in skill, you can begin to mentor other team leads. This is the Group Manager role. Your profit sharing percentage will increase based on the number of team leads that you oversee, as well as the size of your core team.

This structure allows you to build your scalable business with us.

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