

Title:

Computer Consultant Startup: Identify Your Business Skills

Word Count:

392

Summary:

Computer consultants need to have the right mix of business and technical skills to succeed with small businesses. Do you have the right skill-set to be a successful small business computer consultant?

Keywords:

computer consultant, computer-consultant, computer consulting, computer-consulting

Article Body:

Since you're taking the time to read this article right now, it's a good sign that you have what it takes to become a computer consultant. You're in the small minority of people who have recognized that this is a business and needs to be run like one.

A Good Computer Consultant Has More Than Just Technical Skills

It's not about playing with the latest routers or wi-fi device or VPNs or firewalls. Sure, you have to have a certain amount of skills to make a successful computer consultant because people are buying your expertise. At the end of the day, though, it's a business.

In order for the business to be successful, you have to know a few things about getting revenue in and keeping your expenses down. You also need to forecast and be able to bill, negotiate, and network properly.

There are a lot of stubborn techies out there who think that studying the Windows Server Resource Kit is going to tell them what they need to know about running a business. Not true. It's going to teach you about registry keys and directories and things like that.

Even a Computer Consultant Needs a Good Resume

If you're currently self-employed, you may not have an up-to-date resume, but for most people looking to transition into the business to become a computer

consultant you probably do have a resume. Take out a copy of your resume and a yellow highlighter marker and go through and highlight every sentence or phrase in your resume that describes a project or a job or a skill that you think would be relevant or marketable to the owner of a small company.

Categorize the Items on Your Resume

Go through it and look for all the phrases and the jobs and the projects that you've worked on for the past couple of years and think about what's going to catch the eye of a typical small business owner or manager. Once you've done that, go back through each highlighted item and mark whether it was IT related, whether it had to do with understanding how to run a business or whether it had to do with being able to communicate effectively.

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