

Project Manager

Sequel Data Systems, Inc.

Location: Austin, Texas (hybrid)

Department: Professional Services

Reports to: Director of Operations

Type: Full-time

About Sequel

Sequel Data Systems is an IT infrastructure engineering company. We help organizations architect, integrate, protect, and enable the technology their business depends on — across data center, cloud, networking, security, and AI readiness, with solutions designed around each client's needs.

For four decades, we've done this for commercial and public sector clients — rooted in Texas, working wherever clients need us. We're engineer-led, meaning the people who assess an environment are the same ones who solve it.

Real Engineering. Real Outcomes.

The Role

The Project Manager owns delivery for a portfolio of concurrent technical engagements, from the moment a purchase order is received through final billing. You will coordinate engineers, hold customers to schedules, track hours against approved scope, and escalate early when a project starts to drift.

This is not a pure scheduling role. Our project managers are involved in pre-sales, help shape statements of work, and carry real accountability for whether an engagement finishes profitably. Technical fluency matters — you do not need to configure a firewall, but you do need to follow the conversation and know when an answer does not add up.

What You'll Do

Project Delivery

- Manage a portfolio of concurrent infrastructure, network, security, and cloud engagements through the full delivery lifecycle
- Run project kickoff meetings, working sessions, and status calls with customers and internal teams
- Build and maintain project schedules, resource assignments, and delivery milestones in our project management platform
- Coordinate engineer availability against committed timelines and flag resourcing conflicts before they become delivery problems
- Maintain accurate project status, notes, and documentation so that anyone on the team can pick up context quickly

Scope and Financial Discipline

- Track hours consumed against approved scope and notify account managers and customers well before a bucket of hours is exhausted
- Identify scope changes early and drive change orders rather than absorbing unbilled work

- Confirm all engineer and project time is entered accurately and on schedule before an engagement moves to billing
- Work with operations and finance to ensure completed projects are billed promptly and correctly
- Surface margin risk on active engagements to the Director of Operations

Pre-Sales and Scoping Support

- Coordinate engineer participation in pre-sales calls and discovery sessions
- Support the development, review, and quality control of statements of work and bills of materials
- Route finalized documents to account managers and track opportunities through approval

Process and Improvement

- Maintain the integrity of project data across our project management and ERP systems
- Contribute to standardizing delivery methodology, templates, and reporting as the services practice scales
- Escalate persistent process breakdowns rather than working around them

What You Bring

- Three or more years managing technical projects, preferably in a VAR, MSP, consulting, or IT services environment
- Demonstrated ability to run multiple concurrent projects with competing deadlines and shared resources
- Working familiarity with enterprise IT concepts — servers, storage, networking, virtualization, security, and cloud platforms — sufficient to follow technical discussions and ask useful questions
- Comfort holding both customers and internal engineers accountable to commitments
- Strong written communication; clear status reporting and meeting notes are a core deliverable of this role
- Hands-on experience with project management and ticketing platforms, and general comfort learning new business systems
- Attention to detail around hours, scope, and billing accuracy
- PMP, CAPM, or equivalent certification is a plus but not required
- Experience with public sector or education customers and their procurement cycles is an advantage

What We Offer

- Competitive salary based on experience
 - Health, dental, and vision coverage
 - 401(k) with company contribution
 - Paid time off and holidays
 - Paid training and support toward project management certification
 - Direct exposure to a broad range of technologies, customers, and industries
 - A role with genuine influence over how a growing services practice operates, not a seat executing someone else's process
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Sequel Data Systems, Inc. is an equal opportunity employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, age, disability, veteran status, or any other characteristic protected under applicable law. Employment with Sequel Data Systems, Inc. is at-will.

To apply, send your resume to [\[careers@sequeldata.com\]](mailto:careers@sequeldata.com). | 11824 Jollyville Road, Suite 400, Austin, TX 78759 | 512-918-8841 | sequeldata.com