

*Job Announcement:*

## SALES — San Francisco, California

### ABOUT BLACKSTONE INC.

Blackstone provides marketing & management consulting services nationwide to companies with revenues of \$20+ million. We help senior executives to discover new market opportunities, identify business strategies, determine competitive brand positioning, introduce new products, and expand into new markets. The sales position is based in the San Francisco area; company headquarters is in Cottage Grove, Oregon.

### ABOUT THE POSITION

Blackstone is seeking a sales professional for new business development. We're looking for a seasoned sales pro that enjoys challenging the status quo, and knows how to ask insightful and tough questions that have earned us our reputation for extraordinary client results. Blackstone's values of working only with clients we like and on projects we believe in means work is enjoyable and fulfilling.

If you genuinely enjoy people, love to laugh out loud, relish your clients' successes as much as your own, and believe it's your sworn duty to give clients what they need — not just what they think they want — then we'd love to talk with you.

### PRIMARY RESPONSIBILITIES

- Research and identify sales leads
- Cold-call and qualify prospects
- Follow up with past and existing clients to qualify them for future business
- Conduct client needs assessments, identify methodologies that will achieve client objectives, and develop project proposals
- Present and close project proposals
- Develop and maintain strong client relationships
- Operate in a collaborative team environment

### REQUIRED

- Bachelors degree in business, marketing or related field
- Proven track record of sales (5+ years) experience selling high-ticket items (\$35,000+) to senior executives (CEO/VP) of companies with revenues of \$20+ million
- Superior communication skills, both verbal and written; the ability to ask pointed questions, clarify issues, and present persuasive ideas in a group setting.
- Self-directed and can work independently in a virtual environment, as well as in a collaborative team environment
- Willingness and ability to travel (overnight 25%)
- Advanced skills in Word, Excel, and PowerPoint
- Ability to cultivate existing and new client relationships
- Driven by a passion to provide excellent customer service

PREFERRED

- MBA
- Prior experience in selling management and/or marketing consulting services (3+ years) with primary focus in strategy and research
- High-level contacts in biotech, financial services, food & beverage, healthcare & human services, management, and/or high tech & software.

COMPENSATION

- Compensation includes salary, commission, 401-K, bonus, insurance, paid holidays, and vacation.

TO APPLY

Position is open until filled. Send your resume and cover letter in pdf format to [len@blackstoneinc.net](mailto:len@blackstoneinc.net) – no phone calls please. Indicate “Sales – San Francisco” in the subject line of your email.

To learn more, visit [www.blackstoneinc.net](http://www.blackstoneinc.net)