

**Senior Consultant**

Blue Margin, Inc. helps companies use their data to create dashboard reporting that improves their business outcomes. We're dedicated to helping clients thrive through data. The result of our work is more efficient and productive operations, a healthier culture, and stronger job-ownership by employees. We’re Microsoft Gold partners in Data Analytics & Data Platform.

We believe in working hard, volunteering in our community, and enjoying life to the fullest.

**Why are we looking?**

We're growing fast and need help on our Business Development/Consulting team to manage our client portfolio and to onboard new clients. The Senior Consultant will develop relationships with clients and design strategies to meet their needs through the use of business intelligence and data-management tools (i.e., Dashboard Reporting, and Data Warehousing).

**Responsibilities**

* Cultivate new client relationships through channels and inbound leads
* Act as strategic consultant/partner to clients to help them leverage their data and improve their business outcomes.
* Work on behalf of the client to solve problems, coordinate people, and design business intelligence solutions to help them meet their goals.
* Coordinate the client’s lifecycle with the Blue Margin team (I.e., the project management and engineering teams).

**Our ideal candidate would possess:**

* Confidence leading a group in strategic conversations.
* The ability to effectively present to groups via web conference and in person.
* 2– 4 years’ experience in selling professional services and/or providing strategic business consulting.
* Willingness to travel 4 nights per month, on average.
* Business-level writing and typing skills.



**Our Culture:**

* Company Core Values: Embrace Transparency, Choose to Be Positive, Be Efficient/Systematize, Pursue Learning, Be Generous
* Personal and professional development programs for every employee
* Teamwork— we work as a cohesive team and always have each other’s backs
* Fun – we volunteer together, shoot each other with nerf guns, go to happy hour, eat lunch together as a team every Friday, and hang out at monthly employee-appreciation events (laser tag, bowling, brewery tours, barbeques, etc.)
* Entrepreneurism—we want everyone on our team to willingly adapt to our growing business. We are looking for someone who is comfortable wearing more than one hat.

We are seeking a candidate to work full-time in our Fort Collins office.

Email your resume (no phone calls please) to [katie.johnson@bluemargin.com](mailto:katie.johnson@bluemargin.com)