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*Interested, qualified candidates should email their resumes (Word or PDF please) to Dan Ogden, Principal, at [dan@d9search.com](mailto:dan@d9search.com). All inquiries treated as confidential*

#### **Partner/Practice Lead – Cannabis Product Consulting**

Our client, a large, privately owned multidisciplinary consulting firm with global operations, has engaged Delta 9 to find for them a Partner-level Practice Lead for a newly conceived business line: Cannabis Product Consulting.

Whereas most other cannabis consultancies are focused on legal, regulatory, risk and production aspects of canna-businesses, our client has traditionally focused on strategy consulting, brand acceleration, market optimization and long-term brand value, and seeks to build a new practice within the cannabis market specifically to help new brands, new products and new services achieve both near term and lasting success.

#### **The client:**

Client is a widely respected strategic market advisory firm whose work is held in high regard; because of their deep expertise they are frequently relied upon by *Ad Age*, *Adweek*, *The Wall Street Journal* and other publications. Their reputation is one of providing scalable, robust capabilities and an industry-leading consumer engagement consulting with a flexible approach to engagements that can result in long-term partnership and shared financial interest with both large corporations as well as growth-stage companies.

Their clients represent a host of industries as diverse as consumer products, app development, retail, fashion, financial services and entertainment/media.

#### **The opportunity:**

Ideally coming out of a successful background in a professional services firm (another agency or consulting firm, law/accounting/architectural firm, etc.), the Practice Lead will begin an entirely new business line as its "Employee #1".

The Practice Lead is expected to construct a comprehensive business plan and lead in its execution across every phase from identifying opportunities, drafting capability requirements, crafting the new venture's value proposition, creating customer acquisition and client delivery plans, manage client opportunity pipeline and win new client engagements, and hiring/developing staff as dictated by business needs.

While the client has substantial resources, the Practice Lead should be comfortable being very hands-on as this is very entrepreneurially positioned within the client's organization.

The Practice Lead is expected to travel up to 100% between cannabis-legal jurisdictions.

#### **Requirements**

- At least 15 years' experience as a top tier performer in business development for either an industry leading agency, consulting firm, or professional services firm, optimally with a focus on B2C clients; must have client delivery as well as capture experience.
- Sound understanding of the financial management of deliverable-based, TAM-based and staff augmentation engagements within a B2C client base.
- A strong track record of relationship-building with client leadership to identify & pitch opportunities, draft scopes of work and win new and repeat engagements.
- Experience having created business engagement protocols, standardized proposal components, customer best practices and engagement agreements.
- Exceptional English communications skills, diplomacy and tact with excellent business fluency.

While the company is headquartered in the US, it has a global presence; initial focus will be on US companies seeking to maximize branding opportunities, but opportunities to lead a global expansion exist.

The client is a true meritocracy offering very competitive compensation, generous benefits and vacation.

*Of note: Company is privately owned and \*no IPO is contemplated\*. While this is a high potential growth opportunity for a professional who can scale with the company, there is no financial "exit strategy".*