

## APPLICATION FOR APPOINTMENT TO BLACK DIAMOND CITY COUNCIL POSITION #6

### Applicant Information

(Please type or print)

Applicant Name Benjamin Singleton  
Residence Address 23691 Tahoma Pl, Black Diamond, WA 98010  
Home Phone 253.653.2060 Work Phone 360.469.9416  
Email photosbybp@gmail.com

### Cover Letter and Resume

Please attach a one-page cover letter and a resume of no more than two pages to this application.

### Supplemental Questions

Please respond to the following questions regarding your interest in the position of Councilmember for the City of Black Diamond on separate pages, using no more than 3 pages total:

1. Why are you interested in serving as a Black Diamond City Councilmember?
2. What strength would you bring to the Council?
3. What are the three highest priorities and/or issues you believe the City needs to address? How would you propose to address these issues?
4. Explain your current and past community involvement and/or service on city, nonprofit, or public boards, committees, task forces, or commissions and how this has contributed to the Black Diamond community. Address its relevance to the position of Black Diamond City Councilmember.
5. What do you wish to accomplish during this appointed term as a Black Diamond City Councilmember?
6. What is your vision for our City and community?
7. Is there anything else you would like to add that would help us get to know you a little better?

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Please return this form, your cover letter, resume and answers to the supplemental questions to the City Clerk at Black Diamond City Hall (24301 Roberts Drive, mail at PO Box 599, Black Diamond, WA 98010, or by email to [bmartinez@blackdiamondwa.gov](mailto:bmartinez@blackdiamondwa.gov) ) **no later than 4:00 p.m. on September 8, 2020**. Applications received after 4:00 p.m. will not be accepted.

If delivered or mailed the application and any correspondence should be addressed to:

**Brenda L. Martinez, City Clerk**  
**Black Diamond Councilmember Recruitment**  
**PO Box 599/24301 Roberts Drive**  
**Black Diamond, WA 98010**

## **Benjamin Singleton**

23691 Tahoma Pl  
Black Diamond, WA 98010  
253.653.2060  
photosbybp@gmail.com

**09/07/2020**

Dear Black Diamond Board Members:

I understand that position #6 has been recently vacated, and as recent resident to Black Diamond believe I can present some fresh perspective. I moved here with my wife and dog a little over a year ago as one of the first 50 families of 10 trails. I believe and honoring the history of this wonderful community but also understand that change is coming too. As a resident of the next generation of Black Diamond I believe I have an excellent pulse on the growing population, but also understand many families in Black Diamond go back for decades. By trade I am a sales professional in telecommunications which I have worked in for 16 years, I am also a photographer who has worked with grammy artists, one of the things I like to focus on is perspective.

I appreciate the consideration to provide my perspective to a city my family has grown to love.

**Benjamin Singleton**

# Benjamin Singleton

Black Diamond

Phone: 253.653.2060 Email: [photosbybp@gmail.com](mailto:photosbybp@gmail.com)

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## AREAS OF EXPERTISE

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- |                           |                           |                    |
|---------------------------|---------------------------|--------------------|
| ▪ Client Acquisition      | ▪ Deal Closure            | ▪ Problem Solving  |
| ▪ Technology Road Mapping | ▪ Remote/Outside Sales    | ▪ Marketing        |
| ▪ Networking              | ▪ Customer Service        | ▪ Client Education |
| ▪ Complete Sales Cycle    | ▪ Vendor Engagement       | ▪ Negotiations     |
| ▪ Product Development     | ▪ White Space Development | ▪ Marketing        |
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## EXECUTIVE PROFILE

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### PROFESSIONAL ATTRIBUTES:

- Build and manage dynamic pipeline of new and up-sell enterprise accounts
- Establish and maintain clients, building trust and expanding brand awareness
- Strategic thinker, gaining influence as a trusted advisor within the organization
- Persistent learner, of company and portfolio to provide ideal solutions
- Advanced level of Microsoft Office, including Visio
- Develop trusted advisor role with key customer stakeholders and executives

### SELECTED PROJECTS/ACHIEVEMENTS:

- Pinnacle Club Winner 2014
  - Top 5 rep company wide MRR, 2014, 2016, 2017, 2018, 2019
  - Top US Rep UCaaS 2016-2019
  - Manages Book of 243 customers, 1.42 million dollars monthly reoccurring revenue
  - Product launched encrypted SIP
  - Onboard and mentored new employees
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## CAREER PATH

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### Allstream

October 2012-October 2019

Senior Account Executive Kent, WA

#### Major Functions:

- *Establishes and maintains productive relationships across client organizations.*
- *Proactively protects and defends enterprise book of business; 1.42M monthly reoccurring revenue.*
- *Develops strategic account plan for top clients and new opportunities.*
- *Funnel management via Salesforce.com.*
- *Builds strong relationships with peers, to provide a teamed experience.*
- *Engineers technical solutions, to decrease time from concept to implementation.*
- *Expands brand presence through diversified channels.*
- *Sales leader who develops TCO & ROI models to aid decision makers.*
- *Creates lead generation, through vertical, news, historic information, and network relationships.*

### CenturyLink

December 2003-April 2012

Senior Account Executive, Seattle, WA

#### Major Functions:

- *Remotely managed clients across 5 states*
  - *Increased brand awareness and loyalty through high touch.*
  - *Identified technology needs and gaps, resolved from migration of legacy to next generation platforms.*
  - *Designs complex network solutions with supporting material.*
  - *Cross-Sell/Up-Sell complete product portfolio. Drove retention through proactive engagement of future at risk contracts.*
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## EDUCATION

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Northwest University – Kirkland, WA  
Bachelor of Arts

Graduated 1999

1. Why are you interested in serving as a Black Diamond City Councilmember?

I'm interested in the community that I have live in, have invested into, and regularly brag about to my friends. I have always had an interest in civics however, never had the desire to take on anything full time but being part of the council fits well with my schedule. Being part of the council will provide me the opportunity to get a better understanding of the process as well as provide feedback from a Ten Trails perspective

2. What strength would you bring to the Council?

I am a listener, and thinker who works diligently to understand others including those I may not agree with. I am someone who is technical and can speak plain English. I have a strong background in risk assessment, and problem solving, I've done it for large organizations and would like to do that that for my home town.

3. What are the three highest priorities and/or issues you believe the City needs to address? How would you propose to address these issues?

- Be an effective liaison with the residence of Ten Trails ( I am one), there is still a bit of disconnect between the established families.
  - As someone naturally inclined to meet and engage I intent on engaging the two major parts of Black Diamond. Through activities like Ten Trails user group get a pulse from within the growing community and through stopping by the bakery and engaging with my neighbors make sure we understand each other.
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- Safety-We need to make sure our Fire and Police have the tools and resources to serve this community
  - I would want to make sure that we have adequate staffing for first responders for our present resident levels and growing community.
- Traffic
  - One of the biggest concerns especially in light of Ten Trails development is traffic, including 169. We need to hold Oak Pointe accountable to meeting their timelines to insure that the overall effect to the community is met. Growth and change aren't necessarily bad, however we will want to make sure the residence and community doesn't suffer for it.

4. Explain your current and past community involvement and/or service on city, nonprofit, or public boards, committees, task forces, or commissions and how this has contributed to the Black Diamond community. Address its relevance to the position of Black Diamond City Councilmember.

I have been the media director at my church, and in various function for several years. Just prior to covid I was able to stand up my churches web services up to keep the congregation engaged, and minimize the risks without missing a service. Operating in an environment where budget is everything, I have learned to find multiple options that aren't necessarily apparent. As someone in my professional career I have worked with organizations to identify options to meet the needs that everyone else had said no to.

5. What do you wish to accomplish during this appointed term as a Black Diamond City Councilmember?

I'd like to see increased relationships between the established and the new generations of Black Diamond including Ten Trails, it's part of why I moved out here.

6. What is your vision for our City and community?

I'd love people outside of BD to know that the city that I moved to is not just an old mining town, it holds onto its values and embraces diversity. As a multi-ethnic family we visited multiple times before deciding to plant roots, and have always felt included, we would love for others to be awarded the same opportunities we have.

7. Is there anything else you would like to add that would help us get to know you a little better?

I came to Black Diamond because a resident invited me, they told me what a great place it is and I have found nothing contrary to that yet.