



## Consultative Sales Professional

### North America

Tecnon OrbiChem, together with its affiliated brands Fisher International and Forest2Market, are three companies with a combined mission – to provide data, analytics, business intelligence and supply chain expertise to the forest products and chemicals industries. We are looking to fill the need for a Consultative Sales Professional position in North America.

### About Tecnon OrbiChem

Tecnon OrbiChem was founded in 1976 and is a global petrochemical consultancy headquartered in Croydon, UK, with offices in Charlotte, NC, Shanghai and worldwide. There are 45 permanent members of staff, with specialist consultants who work with us on confidential projects. Tecnon OrbiChem provides regular market analysis and confidential consultancy as well as organizing conferences, both by ourselves and in association with international partners.

Tecnon OrbiChem has two major business streams:

- **Multi-client Market Consultancy** – the company publishes monthly business reports, global market databases and forecasts for the chemicals industry. The information held comprises worldwide supply/demand balances, capacity, trade data and prices and is used as a benchmark in the industry.
- **Individual Project Studies** - providing consultancy and commissioned, confidential one-off studies on products, supply/demand, pricing, technologies, operations, strategy, feasibility, and due diligence for clients in the Middle East, Asia, the Americas and Europe.

The **Consultative Sales Professional – North America** will drive revenue growth, profitability, and market share for Tecnon OrbiChem in North America. The primary function of this role is to accelerate the growth of sales of TOC's analytical platforms via customer acquisition. Success will be measured primarily on generating new sales with new customers. The successful candidate will be an entrepreneurial, hands-on, self-starter who is energetic, persuasive, and well organized. This position will report to the Vice President of Sales.

### Primary Job Responsibilities:

- Generate new sales of Tecnon OrbiChem, particularly software subscription services
- Develop and implement segment-specific sales strategies and plans to drive revenue growth and profitability
- Create strong, consultative relationships with clients at both senior and mid-management levels
- Uncover client needs for business intelligence and opportunities for value creation
- Estimate and communicate the value of TOC's business intelligence products given client objectives
- Determine pricing, draft contracts, and assist in contract renewals with TOC colleagues
- Communicate the company's value proposition, technology, and processes effectively
- Personalize sales and marketing materials and presentations for a given customer opportunity
- Generate and maintain an accurate opportunity funnel and account management plans
- Work with internal teams on behalf of clients to ensure the highest level of customer service
- Communicate market feedback to the product team to improve current products and develop new products
- Work closely with colleagues on cross-territory and cross-product opportunities
- Represent Tecnon OrbiChem at trade shows, trade association meetings and industry meetings



#### **Job Requirements & Qualifications:**

- 5-10 years of chemicals industry experience with established industry contacts within the sector
- A proven track record of consultative, business-to-business sales with new customers
- Experience in the following areas: account acquisition, value-based selling, presentation, negotiation, and collaboration
- Skills in relationship management and selling to senior business managers and influencers, including challenging the way customers use business intelligence
- Ability to understand and communicate customer needs, marketplace dynamics, industry trends, and competitive threats within a market
- Understanding of the basic principles of the uses of business intelligence, including the use of market information to improve business performance through market segmentation and targeting, positioning, competitive analyses, and strategy
- Excellent verbal and interpersonal communication skills, including creating and presenting sales materials
- Strong written communications skills, including the ability to write reports and other correspondence and assist with the creation of content to support marketing and public relations efforts
- Growth mindset, desire to learn and get better at sales, business and industry understanding, and willingness to change approaches based on results and feedback from clients and colleagues
- Ability to travel a minimum of 50% of your time to meet customers in support of business growth
- Bachelor's or Master's degree required in either a technical or business discipline
- Competency with Microsoft Office Suite
- Experience with CRM systems

Send application materials to: [careers@orbichem.com](mailto:careers@orbichem.com)

Application materials should include: a resume and cover letter.