



*Forest2Market, Fisher International and Tecnon OrbiChem 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 for Forest2Market.*

## **CONSULTATIVE SALES PROFESSIONAL**

*Remote – North America*

The Consultative Sales Professional will drive revenue growth, profitability, and market share for Forest2Market. The primary function of this role is to accelerate the growth of sales of our proprietary pricing benchmarks (*SilvaStat360* – Forest2Market's Business Intelligence Platform). Success will be measured primarily on generating new sales and secondarily in maintaining subscription renewals. The successful candidate will be an entrepreneurial, hands-on, self-starter who is energetic, persuasive and well organized. This position will report to the Global Sales Manager.

### **Responsibilities:**

- Generate new sales of Forest2Market products, particularly subscriptions services
- Develop and implement sales strategies and plans to drive revenue growth and profitability
- Create strong relationships with key client stakeholders at both senior and mid-management levels
- Provide assistance with contracts, contract renewals, data submissions and report delivery
- Communicate the company's value proposition, technology, and processes effectively
- Generate and maintain accurate Account and Opportunity plans
- Work with internal teams on behalf of clients to ensure the highest level of customer service
- Work collaboratively with the operations team to improve current products and develop new products
- Work closely with colleagues on cross-territory opportunities
- Identify and solve client issues strategically
- Act as an industry expert, liaison and trusted advisor to both customers and the larger industry
- Represent Forest2Market at trade shows, trade association meetings and industry meetings

### **Requirements:**

- 5-10 years of industry experience with established forest products (non-academic) contacts, as well as deep fiber and wood supply chain knowledge regionwide
- A proven track record of consultative, business-to-business sales
- Demonstrated skill set in: account acquisition, consultative selling, presentation, and negotiation.
- Ability to understand and communicate customer needs, marketplace dynamics, industry trends, and competitive threats within a market
- Demonstrated understanding of the basic principles of descriptive statistics, using market information to improve business performance, supply and demand economics, and supply chain management and optimization
- Excellent verbal and interpersonal communication skills
- 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
- Keen business sense, with the ability to find creative business-oriented solutions to problems
- Ability to travel a minimum of 50% of your time to meet customers in support of business growth
- Bachelor or Master's degree required
- Competency with Microsoft Office Suite

### **Compensation and Benefits**

- Base Salary + Uncapped Commission potential
- Benefits package provided

### **Contact**

Please send Resume/CV and cover letter to [hr@forest2market.com](mailto:hr@forest2market.com)

