

For over 30 years, [Fisher International](#) has helped companies across all aspects of the pulp and paper industry drive better performance using business intelligence. Combining deep data with powerful analytics and technology, expert consulting and training, Fisher helps uncover smarter solutions that support our clients' ongoing operations and long-term goals. To support our continued double-digit growth, we are looking for sales professionals in North America.

Consultative Sales Professional – North America

The Consultative Sales Professional will drive revenue growth, profitability, and market share for Fisher International in North America. The primary function of this role is to accelerate the growth of sales of Fisher's business intelligence platform FisherSolve Next™. Success will be measured primarily on generating new sales with new customers and expanding our services at existing customers in collaboration with our team of business intelligence consultants. 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.

Responsibilities:

- Generate new sales of Fisher International, 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 Fisher's business intelligence products given client objectives and needs
- Determine pricing, draft contracts, and assist in contract renewals with Fisher 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 Fisher at trade shows, trade association meetings and industry meetings

Requirements:

- 5-10 years of pulp and paper industry experience with established industry (non-academic) contacts at either pulp, paper, or tissue mills or suppliers to mills
- A proven track record of consultative, business-to-business sales with new customers
- Demonstrated skill set in the following areas: account acquisition, value-based selling, presentation, negotiation, and collaboration
- Demonstrated skill set in relationship management and selling to senior business managers and influencers, including challenging the way customers use business intelligence
- Demonstrated ability to understand and communicate customer needs, marketplace dynamics, industry trends, and competitive threats within a market
- Demonstrated 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

Please apply by sending your English CV and Cover Letter to careers@fisheri.com

