

Fisher International is a leading global information services and management consulting firm offering pulp and paper businesses better performance through the strategic use of business intelligence. By combining deep data with powerful analytics and expert consulting, Fisher uncovers smart solutions to support clients in long-term goals.

CONSULTATIVE SALES PROFESSIONAL – EUROPE

The Consultative Sales Professional will drive revenue growth, profitability, and market share for Fisher International in Europe. 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 for Fisher.

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
- Skilled in the following areas: prospecting, value-based selling, presentation, and negotiation
- Skilled 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 facts to improve business performance via market segmentation and targeting, positioning, competitive analyses, future-casting, and strategy formulation
- Excellent verbal, written and interpersonal communication skills
 - English speaking required, preference for one or more - German, Spanish, Italian, or Russian
- Growth mindset, desire to learn and get better at sales, willingness to follow a disciplined sales process
- Ability to travel a minimum of 30% 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

Responsibilities:

- Grow revenue in Europe primarily by new client acquisition
- Fill and maintain a large and qualified pipeline to support sales targets
- Support the building of Fisher's brand in Europe through conference attendance and industry presentations
- Collaborate with Fisher business intelligence consultants (BIC's) as needed to drive client success
- Inspire clients and provide industry thought leadership and insight
- Internal projects – participate in product development, and collaborate with marketing to develop sales materials and presentations

Compensation and Benefits

- Compensation is commensurate with experience
- Benefits package provided

Contact

Any questions, or to apply by sending your English CV and cover letter, contact careers@fisheri.com

