



FOREST2MARKET



At [Forest2Market](#), we believe high-quality market information improves business performance, and we are dedicated to providing that quality on a consistent basis. With transactional data, industry experience and third-party independence, Forest2Market provides participants in the global wood products, paper and bioenergy/biochemical supply chains with business solutions that support fact-based decision making and planning.

Over the last 24 months, Forest2Market has also vertically integrated to build a group of companies that offer data-based business solutions across complementary manufacturing sectors. Fisher International offers data, analytics and business intelligence capabilities to global pulp and paper industries, and Tecnon OrbiChem offers data and analytics to the petrochemical industry focusing primarily on chemical intermediates, synthetic fibers, and resins.

GLOBAL SALES MANAGER

Charlotte, NC

The **Global Sales Manager** will drive revenue growth, profitability, and market share for Forest2Market in the US. The primary function of this role is to accelerate the growth of sales of Forest2Market's platforms via customer acquisition and building a sales team as necessary to deliver growth in the business. In conjunction with the VP of Global Sales, this role will help define sales strategies, create territory design and management, and provide prospecting ideas. Success will be measured on new sales generation, team growth, and development. The successful candidate will be an entrepreneurial, hands-on, self-starter who is energetic, persuasive, and well organized. This position will report to the VP of Global Sales.

Primary Job Responsibilities:

- Generate new sales of Forest2Market, particularly software subscription services
- Develop and implement segment-specific sales strategies and plans to drive revenue growth and profitability.
- Define and deliver a global sales growth plan and resourcing strategy
- In conjunction with the global sales plan, build a team as needed to facilitate growth in the business.
- 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 our business intelligence products given client objectives
- Working with the VP of Global Sales, define pricing and bundling of products, and related commercial strategies
- Draft contracts, and assist in contract renewals with 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 Forest2Market at trade shows and industry meetings





Job Requirements & Qualifications:

- 10-15 years of industry experience with established forest products (non-academic) contacts, as well as deep fiber and wood supply chain knowledge regionwide
- Entrepreneurial mindset
- A proven track record of 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
- 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, business and industry understanding, and willingness to change approaches based on results and feedback from clients and colleagues
- Ability to travel a minimum of 20-40% of your time to meet customers in support of business growth
- Bachelor's or Master's degree preferred
- Competency with Microsoft Office Suite
- Experience with CRM systems

Compensation and Benefits:

- Base Salary + Uncapped Commission potential
- Substantial benefits package provided (including health and wealth management programs, paid time off, personal days, company observed holidays, and more.)

Send application materials to: hr@forest2market.com

Application materials should include: a resume/cv and cover letter.