



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 Forestry Data Analyst and Sales Professional for Forest2Market.

Forestry Data Analyst and Sales Professional

North America

This position will drive revenue growth, profitability, and market share for Forest2Market. The primary function of this role is to manage Forest2Market's stumpage price database and generate subscription sales under our online platform (*SilvaStat360* – Forest2Market's Business Intelligence Platform). 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:

- Manage Forest2Market stumpage price database and grow database market coverage
- 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:

- Solid understanding of forestry, forestry operations, and wood procurement practices
- Demonstrated sales ability or willingness to develop sales acumen
- 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 domestically a minimum of 50% of your time to meet customers in support of business growth
- Bachelor or Master's degree in Forestry preferred
- 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

