



FOREST2MARKET



Fisher International is the 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. We are seeking an expert Business Intelligence Consultant who can lead our continued business in North America as follows:

Business Intelligence Consultant (BIC)

The Business Intelligence Consultant will spearhead Fisher's client support and revenue growth activities in North America, working with Fisher's team of business development executives worldwide. The primary function of this role will be to grow business with existing clients, while ensuring long-term satisfaction and value realization from their investment. The successful candidate will be a self-starter, who is an expert in the field and is able to work independently. This position will report to the Director of Business Intelligence Consulting.

Requirements:

- 5+ years relevant work experience, 2+ years industry strongly preferred
- Technical or Engineering degree, preferably with a focus on pulp and paper
- Analytics, business intelligence or strategic planning experience
 - MBA, finance or forecasting/modeling experience preferred
- Paper industry experience and network/relationships: preferred supply, packaging, tissue, or pulp
- Proficient in Microsoft Office suite
- Public speaking/presenting (including group & individual training)
- Ability to create account plan and drive it to completion without oversight
 - Execute outreach and proactive touches
 - Schedule and execute business/scope reviews
- Travel flexibility, up to 25%

Responsibilities:

- Ultimate responsibility for satisfaction and retention of clients
 - Support clients in their use of business intelligence tools, like FisherSolve
 - Training, development, and coaching of new and existing users
- Catalyst for maximizing the clients' value realization from Fisher
- Grow business (primarily at existing accounts) using consultative sales techniques
 - Build, maintain and execute on an account plan for each client
- Inspire clients and provide industry thought leadership and insight
- Internal projects – product improvements, marketing support, etc.

Compensation and Benefits:

- Compensation is commensurate with experience
- Benefits package provided

Contact:

Please send resume and cover letter to careers@fisher.com

