

[ResourceWise](#) is the parent company of four companies in the Forest Products and Chemicals industries: Forest2Market, Fisher International, Tecnon OrbiChem and Wood Resources International. All ResourceWise companies provide data, analytics, business intelligence and value chain expertise to their respective industries.

## **NORTH AMERICA SALES MANAGER** **Charlotte, NC - Remote**

The **North America 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. 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, help 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
- 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.)

**Contact**

- Please send resume and cover letter to [careers@resourcewise.com](mailto:careers@resourcewise.com)