

[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.

SALES MANAGER – Wood Resource Consulting Charlotte, NC - Remote

The successful candidate will drive ResourceWise revenue growth, profitability, and market share for Forest2Market in the US. Your emphasis will be our Forest Value Chain vertical, and specifically, the wood fiber supply chain (timber, pulpwood, chips, and other residuals) for pulp & paper mills, sawmills, biochemical, bioenergy, and other wood consuming facilities. You will connect with producers and suppliers, investors, and large consumers, with the goal of growing our consulting revenue in this field and maintaining our positioning as the go-to resource for these studies. These services support a wide range of corporate decision making, including due diligence with investment projects, market and risk assessment, policy interpretation, fuel procurement, price forecasts, and supply/demand analysis. The successful candidate will be an entrepreneurial, hands-on self-starter who is energetic, persuasive, and well organized.

Primary Job Responsibilities:

- Develop and implement sales strategies and plans to drive revenue growth
- Create strong, long-term relationships with key client stakeholders at both senior and mid-management levels
- Communicate the company's value proposition, capabilities, technology, and processes effectively
- Identify opportunities for cross-sales with affiliated companies
- Generate and maintain accurate Account and Opportunity plans, and sales Pipeline
- Conduct research to identify new markets and customer needs
- Develop consulting sales proposals and develop new client contracts
- Assist with contracts, contract renewals and negotiations, and report delivery
- Work closely with colleagues on cross-territory opportunities
- Act as an industry expert, liaison and trusted advisor to both customers and the larger industry
- Represent Forest2Market at trade shows, trade association events and industry meetings, including conference presentations on trends and issues in the segment

Job Requirements & Qualifications:

- A proven track record of consultative, business-to-business sales
- Demonstrated skill set in the following areas: account acquisition, consultative selling, written and verbal communication, presentation, negotiation, and collaboration
- Ability to understand and communicate customer needs, marketplace dynamics, industry trends, and competitive threats within a market
- Understanding of the basic principles of descriptive statistics, using market information to improve business performance, and supply and demand economics

- Excellent verbal and interpersonal communication skills, including the ability to interact with customers during the consultative sales process
- Strong written communications skills, including the ability to write proposals and other correspondence and assist with the creation of content to support marketing and public relations efforts
- 10 years of industry experience in forest products, senior level roles in procurement consulting, Forest supply chain, procurement strategy or similar.
- Keen business sense, with the ability to find creative business-oriented solutions to problems
- Ability to travel frequently to meet customers in support of business growth
- Competency with Microsoft Office Suite and Salesforce

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