

Tecnon OrbiChem, a ResourceWise company, provides the highest quality data, insight, and expertise to those in the petrochemical, fibres, plastics, and biomaterials industries to enable them to make informed decisions in support of more profitable and sustainable growth.

Through its online platform OrbiChem360, the company provides on-going monthly business reports, global market databases and forecasts for the chemicals industry. The information held comprises worldwide supply/demand balances, capacity, trade data and prices and is used as a benchmark in the industry. Subscription services include ChemFocus, ChemFacts, ChemExpert, and ChemForesight in addition to marketing blogs that highlight important market developments.

Our high-quality and unique data sets are used by stakeholders throughout the chemical value chain to support critical business decisions.

SALES MANAGER

North America

The **Sales Manager** will drive revenue growth, profitability, and market share for Tecnon OrbiChem in North America. Success will be measured primarily on generating new sales with new customers. The successful candidate will be an entrepreneurial, hands-on, self-starter who is energetic, persuasive, and well organized.

Primary Job Responsibilities:

- Generate new sales of the OrbiChem360 data and analytical platform
- Develop and implement segment-specific sales strategies and plans to drive revenue growth and profitability
- Create strong, consultative relationships with clients at both senior and mid-management levels. Be capable of evangelizing the use of business intelligence to solve important business problems and solve customer pain points
- Uncover client needs for business intelligence and opportunities for value creation
- Estimate and communicate the value of Tecnon OrbiChem's business intelligence products given client objectives
- Determine pricing, draft contracts, and assist in contract renewals with Tecnon OrbiChem colleagues, particularly with strategic accounts
- 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 Tecnon OrbiChem at trade shows, trade association meetings and industry meetings

Job Requirements & Qualifications:

- 5 years of chemicals industry experience with established industry contacts within the sector or sales of similar Software as a Service (SaaS) solutions for price reporting agencies (PRA) and market data firms
- A proven track record of consultative, business-to-business sales with new customers
- 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 through market segmentation and targeting, positioning, competitive analyses, and strategy
- 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 outbound marketing
- Growth mindset, desire to learn and get better at sales, business and industry understanding, and willingness to change approaches
- Ability to travel up to 50% of your time as dictated by customer and marketplace needs
- Bachelor's degree required in either a technical or business discipline
- Competency with Microsoft Office Suite
- Experience with CRM systems and related sales enablement tools

Compensation and Benefits

- Based Salary + Uncapped Commission Potential
- Benefits package provided (including health and wealth management programs, paid time off, company observed public holidays, and more.)

Send application materials to: careers@resourcewise.com
Application materials should include: a resume and cover letter.