



FOREST2MARKET

Global Wood & Fiber Supply Chain Experts

## Manager, Bioenergy & Biochemicals Sector Sales

Forest2Market®, Inc. offers site evaluation, feedstock resource assessments, supplier due diligence, bankable supply chain studies and strategic advisory services to the global bioenergy sector. Leading bioenergy companies and their investors in North America and Europe have used Forest2Market's proprietary data and analytics to make better-informed project development and acquisition decisions since 2008. We are seeking a highly motivated bioenergy professional who can lead our bioenergy and biochemicals business unit.

The successful candidate will lead Forest2Market's well-established North American bioenergy practice, increase opportunities in Europe and expand the company's profile into Asia, driving revenue growth, profitability and market share. The primary function of this role is to accelerate the growth of sales of project work in support of bioenergy, biofuels and biochemicals project developers, lenders, investors and traders. 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.

### Responsibilities:

- Develop and implement sales strategies and plans to drive revenue growth and profitability
- 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
- Generate and maintain accurate Account and Opportunity plans
- Conduct research to identify new markets and customer needs
- Provide sales proposals and develop new client contracts
- Provide assistance with contracts, contract renewals, data submissions and report delivery
- 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 events and industry meetings

### Requirements:

- 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
- Demonstrated 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, 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
- 5 - 7 years of experience in biomass energy, biofuels and/or biochemicals with established industry contacts and deep knowledge of global developments in these fields, as well as comprehensive and advanced knowledge of laws, regulations, principles, procedures and practices that apply to these industries
- 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
- University degree required
- Competency with Microsoft Office Suite and Salesforce