



FISHER ARNOLD

ENGINEERS | ARCHITECTS | CONSULTANTS | PLANNERS

Opportunity Profile

NATIONAL SALES LEADER ENVIRONMENTAL CONSULTING

MEMPHIS | HOUSTON | INDIANAPOLIS | NASHVILLE
BIRMINGHAM | CHATTANOOGA | JONESBORO | CHIPLEY
888.583.9724 | www.fisherarnold.com

ABOUT THE POSITION

Are you a motivated, socially-poised team builder? Do you like to be challenged to solve problems and implement change? Are you an innovative thinker undaunted by failure? If so, then you may be the outgoing, people-oriented, persuasive leader that will lead the conversation to explore new frontiers for our organization and see your ideas in action.

We are seeking a self-confident, enthusiastic influencer who is driven by results, who will thrive in a flexible work environment to enliven, engage and positively impact others through an understanding of their individual needs and motivations. As goals and desired results can quickly change, the ability to understand, quickly react and pro-actively establish relationships is a critical key to success.

The **National Sales Leader - Environmental Consulting** will lead the firm's efforts to extend our reach through strategic pursuits and untapped business opportunities and relationships. The successful candidate will capitalize on this ground floor opportunity to pursue existing and new market sectors, develop relationships with public and private clients, and assist with capture strategies for various pursuits aligned with our strategic plan for growth. An emphasis will be placed on the following service lines: Environmental Services - Industrial Compliance, Assessment and Remediation, Oil & Gas, UST, Industrial Hygiene/Air Quality, and Legal Support.

Reporting directly to the Chief Business Development Officer, the National Sales Leader - Environmental Consulting will work closely with our diverse group of environmental staff and must be deeply committed to the goals of the organization and creatively support its mission.

ESSENTIAL RESPONSIBILITIES AND FUNCTIONS

- Focus on selling, making connections with people, motivating and inspiring to achieve results through the commitment and buy-in of others.
- Collaborate with leaders across market sectors and geographic regions to develop and implement capture strategies to pursue and capture new environmental clients
- Personally responsible for building relationships and winning new work
- Monitor and evaluate industry trends, marketplace conditions, and customer needs
- Identify growth markets and client target opportunities for new business pursuits
- Support divisional efforts to meet revenue goals across all market sectors and services
- Maintain existing clients that align with Fisher Arnold's culture, philosophy, and corporate/divisional strategic growth plans
- Seamlessly connect clients to appropriate technical leaders, fostering a sincere appreciation for people and communicating how they are uniquely motivated
- Assist/train project managers in developing skills related to client relationship and business development, developing their "selling" rather than "telling" skills
- Maintain and share professional knowledge through education, networking, events, and presentations
- Act as our ambassador in the environmental business and professional communities



ABOUT THE ORGANIZATION

Since humble beginnings in 1986, Fisher Arnold has stayed true to its Mission Statement centered around a culture of servant leadership, caring for our people, clients, and community. We have grown into a leading professional Engineering and Architectural services firm with offices in Tennessee, Alabama, Arkansas, Florida, Indiana and Texas with a vast array of projects and clients in 47 states across the US.

Fisher Arnold's Environmental Department is well-known as a respected, resourceful, responsive and trusted advisor to our clients and is poised to grow exponentially both geographically and across market sectors. We strive to provide solutions that lessen industry's impact on our planet by analysing environmental quality and designing systems and structures that improve air, water, and soil quality, and thus enhance human health. Solutions for pollution, energy consumption and emissions, land erosion, water treatment and waste management allow us to conserve and use resources more efficiently and less destructively.

As Fisher Arnold moves towards it's fourth decade in business, we are positioned operationally and strategically to grow into a truly national firm, where we draw upon our depth of knowledge, decades of experience and passion for problem-solving to deploy the best resources regardless of geography or project. The key to our success is our focused commitment to listening and interpreting our clients' needs in order to design solutions customized to their vision. We understand and appreciate that our industry is complex and that each and every project has it's own challenges and vision. We deliver for you.

Serving both public and private clients in civil, structural, electrical, transportation and environmental engineering, commercial architecture, site and master land planning, landscape architecture, surveying, operational/leadership training, and private industrial processes design, we are uniquely structured to provide multi-discipline services in-house.

OUR MISSION STATEMENT

To honor God in all our endeavors.

To provide distinct, exceptional, and quality service to our clients and the communities we serve.

To maintain a work environment of mutual respect, support, and unity that provides for the well-being of all employees and their families.

To promote the personal and professional development of each employee through continuing education, training, and technical advancement.

To sustain and further develop the company in a position of success, profitability, and security.



REQUIRED QUALIFICATIONS

- A bachelor's or advanced degree that demonstrates the ability to be creative, collaborative, persuasive and resourceful
- Successful track record of 5+ years business development experience in the Environmental Services industry
- Minimum of 3 years of experience in one or more of the following environmental services areas: Industrial Compliance, Assessment and Remediation, Oil & Gas, UST, Industrial Hygiene/Air Quality, Lab Testing, and Legal Support
- Willingness to travel on a regular basis as this position could require significant travel within the Southeast and occasional travel to other states to support Business Development
- Valid driver's license with a good driving record
- Proficiency with MS Office, including Word, Excel, and PowerPoint; ability to maintain spreadsheets and conduct internet research

DESIRED SKILLS AND EXPERIENCE

- Poised, engaging, effective communicator in a variety of settings: one-on-one, small, and large groups, virtual, and among diverse systems and position levels
- Strong initiative and self-direction, with the appreciation that results are only achieved with and through people
- Technical aptitude with ability to understand clients' needs and align to our services
- Ability to draw on multiple relationships to exchange ideas, resources, and best practices
- The desire to build and passion to represent the Fisher Arnold brand nationally
- The ability to think outside the box to generate creative ideas and inspire our team
- Excellent verbal and written communication skills including experience with conference presentations and project interviews

COMPENSATION AND BENEFITS

This is a full-time salaried position with benefits. Compensation negotiable based on experience and commensurate with organizational salary structure.

HOW TO APPLY

Applicants should email a cover letter and resume in PDF format to careers@fisherarnold.com with the subject line 'National Sales Leader - Environmental Market'. Cover letters will be evaluated as a writing sample and should include the applicant's salary requirements. Application materials must be directed to the email address above. No phone calls, please.

Fisher Arnold is an Equal Opportunity Employer.

