



POSITION: Log Trader

DIVISION: Timberlands

LOCATION: Nanaimo Administration Offices

REPORTS TO: Manager, Domestic Log Sales and Purchases

DATE: February 5, 2019

POSITION OVERVIEW

With the overarching objective of Defining a Higher Standard in sales growth, the Log Trader is responsible for creating and adding value to sales returns. Under the supervision of the Manager, Domestic Sales and Purchases, the Log Trader's overall objective is to grow sales of targeted products to selected customers of scale and surpass benchmark pricing.

RESPONSIBILITIES

Safety & Environmental Performance

- Demonstrate safety performance by ensuring adherence to company safety processes and procedures.

Financial Performance

- Recommend effective and innovative strategies to drive cost efficiencies within the Fibre Supply team.
- Work with Logistics to utilize appropriate delivery methods that meet customer requirements at the lowest possible cost;
- Procure logs on the domestic market at the best price
- Maximize sales value of logs sold into the domestic market

Operations

- Successfully executes our market growth strategy through:
 - Growing the volumes of targeted products of scale; and
 - Increasing sales to selected customers;
- Leverages our product offerings and scale to surpass benchmark pricing;
- Achieve monthly, quarterly and annual sales volume and pricing targets;
- Create and add value to sales returns by developing deeper market penetration;
- Follow-up on customer concerns on quality, shipments and/or service related issues;
- Identify log supply opportunities to sell into other markets;
- Liaise with identified manufacturing facilities to ensure required inventory levels and log quality targets are met
- Work with Logistics to utilize appropriate delivery methods that meet customer requirements at the lowest possible cost;

QUALIFICATIONS

EDUCATION AND EXPERIENCE

- Post-secondary degree in business, forestry or related subject
- Scaling Ticket an asset

SKILLS, KNOWLEDGE AND REQUIRED COMPETENCIES

- 5+ years sales experience in the wood products industry is a huge asset.
- Knowledge of all of the applications and grade requirements for lumber
- Proven track record of delivering against stretch sales goals
- Extensive knowledge of Western Red Cedar, Whitewood and Yellow Cedar market segments, sales channels and customers.
- Log grading and scaling experience an asset
- Negotiation, development and management of log trade agreements
- Quality Control experience an asset

DIMENSIONS

Supervision Received: Work is performed under the general supervision/direction of the Manager, Domestic Sales and Purchases or the General Manager, Fibre Supply

Supervision Exercised: None

Business Contacts: Internal: Line managers (timberlands & manufacturing)

External: Customers (suppliers & consumers)

To apply for this position please visit: [Log Trader](#)