

Lumber Sales and Marketing

This diversified forest products company with multiple operations in Canada and U.S. has been undergoing consistent expansion in recent years. The company has an opportunity for a Sales Representative with their lumber sales office located in the Lower Mainland (Greater Vancouver) of British Columbia.

The Lumber Sales incumbent will be a key member of the Sales Team and is responsible for growing lumber sales, revenue, and margin in a coordinated effort with other members of the sales team.

Major responsibilities and duties:

- Assist in establishing and building strong client relationships
- Participate with other sales personnel in the development of sales strategies for the company; help identify target accounts and opportunities
- Assist in monitoring competitor activities and ensuring that appropriate response strategies are formulated and communicated
- Research and identify potential new product lines

Preferred candidate qualifications:

- Post-secondary education in Sales and Marketing or wood products manufacturing with 2 – 5 years of lumber sales experience
- Strong interpersonal skills, communication and negotiation skills
- Exceptional problem-solving and decision-making skills
- Ability to exercise a high degree of discretion and judgement
- Competent computer skills in Microsoft Word and Microsoft Excel

The company provides a competitive remuneration and benefit package that is continually being reviewed with industry standards.

Interested persons should forward resumes or for further information, please contact:



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