



**Job Title: Senior Manager – East European Region**

**Position Summary:**

Senior Manager – East European Region is responsible to oversee the operation and trading in the designated region. The scope of duties includes improve efficiency and increase profits while managing the overall operations of East European Region, developing supply base, maintaining and expanding established business relationship, and risk management. The Senior Manager follows company's operation and procurement guideline and collaborates with sales, logistics, operation, and documentation team to ensure smooth implementation of trading contracts including quality control, timely delivery, and customer service satisfaction.

**Responsibilities and Duties:**

- Oversee the operation and business development of East European market
- Engage with head office in organizational strategic planning and pursue targeted goals and objectives
- Maximize the regional office efficiency, productivity and performance
- Provide direct supervision on key team members in East European region and ensure company's policy and procedure and local legislation are followed
- Identify and develop East European sawn timber suppliers for export market
- Screen and qualify potential suppliers that meet criteria provided on behalf of the company
- Ensure the communication and negotiation with potential suppliers during various stages of business development
- Ensure the establishment of quality control protocol with potential suppliers
- Coordinate random on-site inspection and/or supervision upon requests
- Supervise operation and logistics team during implementation of export orders
- Investigate and mediate qualified and quantified claims from customers
- Provide market intelligence updates periodically or upon requests of the Client

**Qualifications:**

- Post-secondary education strongly preferred
- 5+ years of experience in a similar role
- Knowledge of forestry industry and products considered an asset
- Intermediate proficiency in Microsoft Office (Outlook, Word & Excel)
- Strong interpersonal, oral, and written communication skills
- Positive, proactive, very detailed oriented and driven to succeed
- Desire and aptitude for learning new concepts quickly
- Ability to work independently and as part of a team environment
- Fluent in English

**Job details:**

- Full-time, permanent, \$85,000 for 30 hrs/wk
- Willing to travel internationally



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**How to apply:** Please email your cv/resume to [career.WCE@gmail.com](mailto:career.WCE@gmail.com)

Ideal candidate is a creative problem solver, has a drive for overcoming obstacles and accomplishing goals, a high level of initiative, a passion for winning, a can-do attitude, and a demonstrated track record of success.

We thank all applicants for their interest, however only those candidates selected for interviews will be contacted.