

LUMBER SALES AND MARKETING

The Opportunity:

As a result of a pending retirement, a British Columbia producer of high quality whitewood lumber products has an immediate opportunity for a lumber sales professional with a successful career selling to the North American market. Reporting to the Vice President Sales and Marketing, the incumbent will be a key member of the Sales Team responsible for growing lumber sales, revenue and margin in a coordinated effort with other sales members of the team.

Major Responsibilities:

1. Maintaining, establishing and building strong client relationships over time that allow for continuity and ongoing delivery of programs. Communication to other relevant Company functions/divisions.
2. Participate with other sales personnel in the development of sales strategies for the Company; help identify target accounts and opportunities within the framework of the organization-wide strategy.
3. Aid in monitoring competitor activities and ensuring that appropriate response strategies are formulated and communicated.
4. Support the communication with the mill, the planer, shipping and outside reman and dry kilns and the coordination of their activities.
5. Drive the maintenance and expansion of our customer base for Dimension lumber and some specialty products to the North American market. Occasional travel may be necessary.
6. Research and identify potential new product lines, providing a cost/benefit analysis and developing a targeted distribution and marketing program.

Remuneration:

Highly competitive base salary and bonus structure in line with qualifications and career history. Relocation assistance if applicable.

Location:

Offices are located in the B.C. Lower Mainland within commuting distance of most locations within Greater Vancouver and Fraser Valley regions.

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

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