



Director of Lumber Sales

Purpose

The Director of Sales will lead and manage all aspects of lumber sales. The sales manager will be responsible for achieving growth in sales as well as developing strategies to remain profitable in any market shift. This role involves strategic planning, market analysis, team leadership, and ensuring the company's sales objectives align with the overall business goals and objectives.

Education and Experience

High school diploma required, Bachelor's Degree in Business, Marketing, or equivalent preferred, or 10+ years in lumber sales.

Skills

- Proven track record of meeting or exceeding sales targets.
- Strong Leadership & Management
- Excellent Communication, negotiation, and interpersonal skills.
- Ability to analyze data and make data-driven decisions
- In depth knowledge of the lumber industry, market trends, and regulatory issues. Douglas Fir Lumber experience preferred.

Responsibilities

Sales Strategy & Development:

- Develop and execute a comprehensive sales strategy for the lumber products to achieve company revenue and growth objectives.
- Analyze market trends, customer needs, and competitive landscape to inform sales strategies and identify opportunities for growth.

Team Leadership:

- Lead, mentor, and guide the sales/shipping team by providing oversight and support to help drive performance and coordination between sales and shipping.
- Set clear goals and performance metrics for the team and monitor progress to ensure sales and shipping targets are met.

Customer Relationship Management:

- Build and maintain strong relationships with key customers, and partners in the lumber industry.
- Address customer inquiries and issues, ensuring high levels of customer satisfaction and retention while making decisions that are in the best interest of the company.

Market Analysis and Reporting: