

- Conduct regular market analysis to identify emerging trends, customer preferences, and competitive dynamics.
- Evaluate and adjust sales strategies based on market conditions, customer feedback, and performance metrics.

Collaboration and Coordination:

- Work closely with other departments such as shipping and logging to ensure alignment of sales strategies and objectives.
- Work closely with the Plant Manager and other Management to balance order boards and match cutting abilities to log inventory available.

Basic Skills

Active Learning: Understanding the implications of new information for both current and future problem-solving and decision-making.

Active Listening: Giving full attention to what other people are saying, taking time to understand the points being made, asking questions as appropriate, and not interrupting at inappropriate times.

Critical Thinking: Using logic and reasoning to identify the strengths and weaknesses of alternative solutions, conclusions or approaches to problems.

Learning Strategies: Selecting and using training/instructional methods and procedures appropriate for the situation when learning or teaching new things.

Mathematics: Using mathematics to solve problems. Creating formulas for spreadsheets to convert dimensions into fractions.

Reading Comprehension: Understanding lumber terminology while having a good understanding of fiber sizes and grades at Herbert Lumber.

Communication: Talking to others to convey information effectively and professionally. This pertains to co-workers and vendors.

Time Management: Managing one's own time to complete all tasks each day. Making sure specific tasks that involve others are not held up.

Team Work: Required to work with others to ensure efficient and accurate inventories and maintain effective processes.

About Us

Herbert Lumber Company was founded in 1947 and is Employee Owned & Operated since 2023. We are a unique cutting mill that specializes in high quality custom cut timbers. We are known for our family-oriented culture and it is our mission to continue to serve the lumber industry with top quality products.
