

Position Description and Summary

Job Title: Lumber Sales Professional

EEO: 1, 11-1011, 0010

Overview of Granite Valley Forest Products

Granite Valley Forest Products is a concentration yard located in New London, Wisconsin. We offer the finest hardwoods from the Lake State Region of the United States. Our average kiln-dried inventory on hand is approximately 10 million feet.

We offer NHLA grades and customer-proprietary grading based on NHLA guidelines. Our team provides custom products to meet our discerning customers' exact specifications for widths, lengths and color. We use rough rules (poor-face grading), unlike some of our competitors that use good-face grading, ensuring our customers receive the best possible product.

We are committed to providing a consistent and high-quality product in a timely fashion and superior customer service. We are continually working to exceed the expectations of our customers.

Job Summary:

The Lumber Sales Professional will have the opportunity to develop and maintain productive customer relationships, drive profitable sales in the designated territory, and to seek out and develop new business opportunities. This position is also responsible for assuring that Granite Valley Forest Products is appropriately represented within the hardwood community. Expectations are to meet or exceed established performance standards and to attain Company objectives. The success of this position is based on meeting these goals and effectively carrying out the following "Essential Functions".

Essential Functions

- Responsible for hardwood products manufactured by the company
- Competent and able to educate prospects on Granite Valley's complete line of products
- Develop new customers in major geographical areas where Granite Valley Forest Products is not currently well represented
- Investigate field complaints (as requested)
- Participate in local chapters of industry organizations
- Visit/sell prospective customers
- Meet or exceed annual sales goal for territory
- Manage territory consistent with company objectives

Competencies, Qualifications or Traits of an Ideal Candidate:

- Bachelor's degree in Business or related studies desired.
- Five (5) or more years in hardwood sales preferred
- Background in manufacturing and a business which carries a significant inventory.
- Successful experience / expertise relationship building

- Leadership skills
- Proactively work to improve the success of the company.
- Dedicated. Views personal success as tied to company success.
- Must be able to express him/herself to a group with confidence, and able to handle challenges or confrontation when it occurs.
- Intelligent, forward, and strategic-thinker
- Detail oriented
- Must be self-motivated
- Willing to roll up his/her sleeves to get the job done
- Ethical