



## Lumber Trader

Downie Timber Ltd. located in Revelstoke BC, has an immediate full-time opening for an experienced Cedar Lumber Trader for the North American Market to join our Downie team. We are a forest harvesting and lumber manufacturing company and are a proud component of the Gorman Group.

Reporting to the Vice President of Sales, the successful candidate requires self-motivation with excellent organizational and attention to detail skills. Confidentiality and professionalism regarding sensitive marketing information is essential. The ideal candidate will have a minimum of 5 years sales experience.

**Key roles** of this position include but are not limited to:

### **RESPONSIBILITIES AND DUTIES:**

- Prospect and identify customers and market the company's products
- Manage relationships with buyers and be accountable for the development of the organization's customer base
- Support sales activities with team members, including managing some logistics
- Provide technical information, solutions and customer support on products
- Provide market information and intelligence from product sourcing to delivery
- Attend trade shows and networking events, as required

### **REQUIREMENTS:**

- Post-Secondary Education in Wood Products Manufacturing or related field
- Strong interpersonal skills
- Extensive Knowledge of Western Red Cedar
- Knowledge of the Canadian & US Cedar Market

### **QUALIFICATIONS:**

- Ability to communicate effectively with internal and external customers
- Ability to Travel to the United States, good business acumen, and professional presence
- Must be a self-starter that is creative and able to develop and drive sales of new products

Downie Timber Ltd. offers a competitive salary and benefits package based on experience and qualifications. If you possess the skills and qualifications required for this challenging position, please submit your resume with cover letter, in confidence, by May 24, 2019:

Human Resources Department

E: [hr@canoefp.com](mailto:hr@canoefp.com)

F: 866-514-8773

***Downie Timber Ltd. thanks all applicants for their interest; however, only those candidates selected for an interview will be contacted.***