

## Position Announcement

**Position:** Marketing Forester  
**Location:** Western Upper Peninsula, MI  
**Reports To:** Marketing Manager

**American Forest Management (AFM)** is the largest forest consulting and real estate brokerage firm in the United States. AFM currently manages over 6 million acres of privately-owned timberland and has sold over \$2 billion in real estate transactions. With 265 employees operating from 49 offices located in 16 states, AFM's team of professionals is focused on meeting client needs by providing a complete range of forestry services including land and wildlife management, land sale and acquisition services, forest inventory and design, growth and yield modeling, cash flow projections, environmental services, appraisal, forest resource data management and harvest scheduling.

### Marketing Forester

**Full-time position** - Responsible for marketing high-value N. Hardwood logs in Michigan's Western Upper Peninsula. Minimum of 45 hours per week required, vehicle provided, out-of-town and overnight work may be required (expenses paid). Responsible for helping the Marketing Team scale and sell high-value northern hardwood forest products to maximize client returns.

### Responsibilities and Job Requirements:

- Build long-term, positive relationships with customers
- Identify N. Hardwood tree species
- Scale and grade all forest products produced
- All aspects of field work, office work, analysis, and reporting to landowner/client
- Ability to participate in forest inventory projects individually or with a team.
- Supervise contracted services, including certifying completion of work for payment.

### Additional Requirements:

- Highly proficient with MS Word, Excel, and GIS software.
- Ability to use GPS and hand-held data recorders.
- Required travel and ability to function as a team member on large projects throughout the U.S.
- Working knowledge of forestry skills including the use of tools used in scaling and grading forest products
- Valid driver's license
- Office and remote field environments. Utilization of various means of transportation including all-terrain vehicles (ATVs). Required to drive, ride or walk through rough terrain in difficult weather conditions, in daylight and dark, in wet and dry environments. Involves working long periods of time outdoors, sometimes in adverse weather conditions, for days or weeks and will include overnight travel to other AFM Regions.
- Exposure to loud noise, extreme temperatures, fumes or airborne particles, outdoor weather conditions, and inclement weather. Exposure to heavy equipment operations.
- While performing the duties of this job, the employee is regularly required to drive, walk, stand, talk and hear. The employee is frequently required to bend, stoop, reach with hands and arms, lift and/or move up to 50 pounds. Specific vision abilities required by this job include close vision, distance vision, peripheral vision, depth perception, and ability to adjust focus.

### Minimum Qualifications

- Associates or Bachelor's Degree in Forestry.
- Minimum of 3 year's forestry experience.
- Previous log yard experience
- Sales and/or purchasing experience
- Strong analytical and problem solving skills.
- Excellent written and oral communication skills.
- Strong listening capabilities with the ability to translate communications into appropriate course of action.

### Salary and Benefits

- Salary commensurate with qualifications and experience
- Salary position paid semi-monthly
- 9 Paid company holidays
- Paid vacation schedule
- Company assigned vehicle
- Healthcare and disability plan
- Tuition Reimbursement Program
- Ongoing professional development training
- 401 (k) retirement plan with company match
- Eligible for annual and new business bonus plans

To apply, please click: <http://atsod.com/j/s.cfm/R00>