

<b>TITLE:</b>	Harvest Manager	<b>FLSA STATUS:</b>	Salaried, Exempt
<b>DEPARTMENT:</b>	Operations	<b>POSITION TYPE:</b>	Full-time
<b>LOCATION:</b>	Lufkin, TX (USA)	<b>SUPERVISOR:</b>	Region Manager, Red River Region

### Overview

Resource Management Service, LLC (RMS) is a global forestry-centered investment manager with significant expertise in all phases of institutional timberland investing and forestland management. Founded in 1950, RMS manages approximately \$4.8 billion in timberland assets as a registered investment advisor through a vertically integrated operating structure, including comprehensive property management services. RMS is headquartered in Birmingham, Alabama.

### Responsibilities

The Harvest Manager is responsible for timber marketing, sales and all associated processes for approximately 230,000 acres of timberland in East Texas. Additionally, the Harvest Manager will work closely with region staff to accomplish the overall forest management objectives of RMS managed timberlands. The position interacts and works with team members in both Texas and Birmingham, AL, to drive investor returns while maintaining safe and sustainable forestry practices.

Activities include, but are not limited to:

- **Timber sales and marketing** -- Development and execution of annual timber sales budget and marketing strategy; negotiation of annual delivery plans and committed volume agreements; negotiation of stumpage sale terms and pricing; analysis of regional timber supply, demand and price dynamics; coordination, maintenance, and supervision of delivered logging force; optimization of delivery and freight logistics; fiber sourcing and merchandizing; implementation and monitoring of Best Management Practices, and timber security.
- **Networking** -- Development and maintenance of healthy, productive business relationships with mill procurement personnel, wood dealers, and harvesting contractors throughout the state; ability to leverage relationships, market knowledge, and analysis to gain competitive advantage in the timber sales market
- **Timberland management activities** -- Development and execution of silviculture, thinning, and harvesting prescriptions; management and administration of other land management activities, including infrastructure maintenance, recreational leases, property taxes, boundary line maintenance, and retail lands sales.
- **Data management activities** -- Maintenance of timber sale, fiber accounting, and timber sale contract data; maintenance of spatial, tabular, and forest inventory data for assigned area; update and maintenance of budget and forecasting data.
- **Additional activities** -- Participation in timberland acquisition evaluations, investor meetings, field tours, and other duties as needed.
- **Environmental, social, and governance** -- Active participation and compliance with the RMS safety program, demonstrated commitment to stewardship and sustainability, fostering positive relationships with adjacent landowners, communities, trade associations, state and federal agencies, and other industry stakeholders.

## Qualifications

- Bachelor of Science in Forestry or a closely related field
- 5+ years of relevant industry experience preferred, including timber marketing and harvesting experience
- Proven negotiation, networking, and relationship skills
- Strong verbal and written communications skills
- Proficiency with Microsoft Office and ESRI products
- Teamwork, critical thinking, analytical, business acumen, and entrepreneurial skills
- Strong commitment to environmental, social and governance principles