Stimson Lumber Company is seeking a Sales Representative. The Sales Rep role requires a motivated and task - driven individual, who can be nimble within a constantly changing marketplace. Sales Reps are responsible for selling the full range of Stimson lumber products through relationships with various lumber distributors, retail yards, wholesalers and re-manufacturing facilities. This position maintains and develops balanced, long-term associations with multi-location customers. The ideal applicant will have an entrepreneurial driven attitude, enjoys being a team player and possesses a passion for sales and relationship building. This is a base salary position, with a competitive benefits package. D.OE.

Responsibilities:

* Account management of current customer base; continuing to develop and strengthen established relationships.
* Sell primarily by telephone commodity products to established and new customers
* Quote and negotiate product prices based on knowledge of current market conditions
* Daily sales and marketing of lumber products
* Analyze and manage customer base according to the best return on current inventory
* Use knowledge of lumber markets to achieve highest value return to Mills
* Research and obtain current and future market information and trends
* Collaborate with various departments on market trends and initiatives to plan current and future sales functions
* Understand manufacturing dynamics to deliver realistic quotes to customer base
* Attend industry meetings and events to promote Stimson and Stimson products
* Travel approximately 1x a month for face to face meetings with multi-location customers

Organizational Alignment:

* Reports to the Vice President of Sales and Marketing

Qualifications:

* Experience in the lumber industry and knowledge of lumber markets is preferred above all other requirements
* Strategic sales and account management experience in B2B sales, preferably in wood products
* College degree in sales, marketing or similar areas
* Valid Drivers’ license
* Travel at least 1 weekend a month for account management; 5 yearly trips for industry events
* Adaptable to changing markets and industry trends; comfortable with sudden directional and strategic changes
* Work closely with a small team in a fast paced environment
* Previous experience with working with supply chain or logistics
* Proven successful record of understanding of financial impacts related to sales decisions

Stimson Offers:

• 401(k) with a 6% company match- vested IMMEDIATELY!

• Medical / Dental / Vision Options

• Company Profit Sharing

• Paid Time off & 9 Paid Holidays

• Employee Referral program; earn a $500-$1000 bonus for a successful referral

• Wellness Program with reward incentives

• Tuition Reimbursement, Apprenticeships, Career Development

• Access to company owned land for recreation

• And much more!

For details about employee benefits and Stimson values: www.mystimson.com

Who is Stimson Lumber?

Stimson Lumber is a leader in the forest products and natural resources industry, with over 650 employees and locations across Idaho, Oregon and Washington. We have a progressive, forward thinking culture focusing on the development of our people. Our employees are given the tools and opportunities to maximize their talent to achieve professional and personal goals. We have been a recognized leader in our industry for decades because of our commitment to quality, customer service and continuous improvement mentality.

Why work at Stimson Lumber?

We hire people who are passionate about what they do every day, have a desire to make a difference and thrive in a team environment. We reward our employees through competitive compensation, comprehensive benefits, and advancement opportunities while being a great place to work. As an equal opportunity employment company, we value the diversity of individuals, ideas, perspectives, insights and values, and those influences upon the workplace. Applications are welcome from all qualified candidates. We maintain a drug-free workplace and perform pre-employment assessments.