

DM FOREST PRODUCTS

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Hours: Monday through Friday, 8am to 4:30pm

DM Forest Products is a small, two year old company that is looking to expand it's sales force. We specialize mainly in Western Red Cedar distribution. We sell to wholesale lumber yards, manufacturers, and retail lumber yards. We grade, pull, and crate lumber to customer specifications and satisfaction.

We are looking for someone for an inside and outside sales position. No experience is required but any experience with lumber or the lumber industry is a plus.

Required base level skills:

- Be Engaging, Personable, and Customer-focused.
- Simple math and computer skills
- Willing to learn and expand on lumber knowledge
- Creativity, "*think outside the box.*"

What you learn in this position (we will provide on the job training):

- Knowledgeable on product and industry jargon
- Supervision of warehouse workers
- Contact new and existing customers to discuss needs
- Emphasize the features of products to highlight how they solve customer problems
- Answer questions about the products
- Negotiate prices and terms for sales
- Follow up with customers to continue relationships

Position will start out in the warehouse for a couple of months to learn products, how to pull and crate lumber units, grading practices in accordance with *standard no. 17 grading rules for west coast lumber*, and how to drive a forklift. Working conditions in the warehouse are as follows:

- The employee is frequently required to stand, walk, reach with hands. The employee will frequently lift and/or move up to 25 pounds, infrequently lift up to 50 pounds. Specific vision abilities required by the job include peripheral vision and the ability to adjust focus. The work environment characteristics are best defined as an outdoor environment with exposure to elements such as heat, cold, precipitation, and wind. Employees will have moderate exposure to noise in warehouse, including exposure to higher noise levels associated with power equipment in the trim room.
- We will provide PPE such as gloves, safety goggles, N95 masks, and earplugs.

Job is salaried with opportunity for commission as well. Starting wage is negotiable

Current benefits the company offers: 401K, 401K matching, Mileage reimbursement.

Additional sales position tasks (we will provide on the job training for these as well):

- In office phone sales to existing and potential customers.
- Answering incoming phone calls
- Purchase inventory from suppliers
- Some travel locally around Portland and surrounding areas to talk with both customers and suppliers.
- Remanufacture lumber products and build relationships with remanufacturers and mills.

DM Forest Products believes in the sustainability of the products we sell, satisfying our customers needs, and giving back to our employee's. We are looking for someone who reflects those ideals.