



Business Development – FRTW (Columbus, OH)

As a building products manufacturer for treated and fire-retardant-treated lumber in the Midwest area, Biewer is looking to add an aggressive, results-oriented product account manager in the Columbus, OH, area. This individual will promote sales programs to our dealer base and prospective dealers, and develop long-term customer relationships with commercial contractors. You can learn more about our product at biewerlumber.com & firetreatedwood.com.

The ideal candidate will be tenacious in developing their sales experience in the building products industry, understand one-step and two-step distribution models, and become adept with the American Institute of Architects (AIA) Presentation model.

Strong interpersonal and communication skills, along with closing abilities, are a must. Daily business travel and driving are required, with regional/territory overnight travel as needed in the Midwest area (southern Michigan, Indiana, Ohio, Tennessee, Kentucky, and western Pennsylvania).

Qualifications

- ▶ Bachelor's Degree with a concentration in marketing or business preferred, or equivalent (4 years) experience in business-to-business sales with building materials preferred.
- ▶ Self-driven and skilled in consultative selling techniques
- ▶ Proven experience with new customer development, customer service, and networking skills
- ▶ Understanding of construction, building materials, and distribution channels
- ▶ Experience with multi-family and commercial construction is a plus
- ▶ Strong business acumen and communication skills (verbal, written, and interpersonal) for working effectively with others
- ▶ Computer proficient with the ability to learn internal systems quickly

ABOUT BIEWER

Biewer Lumber provides its customers with the highest-quality lumber, superior service, and exceptional reliability. Our five fully-automated sawmills, producing both SPF & SYP, are equipped with state-of-the-art technology. The Biewer family of companies also includes three treating and distribution facilities, two manufacturing plants, and a full-service logistics company. As a fourth-generation family-owned company, Biewer holds the highest standards for its products, processes, and people.

BENEFITS

Medical, Dental, Vision
401(k) Match
Paid Time Off & Paid Holidays
Life/AD&D Insurance
Flexible Spending Accounts
Optional Short & Long-Term Disability
Optional Accident Insurance
Employee Assistance Program (EAP)

CONTINUOUS IMPROVEMENT

"Safety First" Manufacturing Operations
Safety Committees & Employee Involvement
Employee Engagement Surveys
Ongoing Communication & Feedback
Leadership Development
Sound Forestry Practices
Equipment & Operating Upgrades

PERKS

Team Oriented
Collaborative Atmosphere
Employee Appreciation Events
Tuition Assistance

Apply Today

biewerlumber.com/careers

Equal Opportunity Employer