

Sales Trainee

We know that our continued success depends on our people. Biewer Lumber offers an exciting lumber industry career opportunity, right here in our sales office located in St. Clair. We're always looking for bright, energetic people to learn the sales process and apply lumber product sales principles, methods and techniques to generate revenue working with new and existing businesses. This trainee role will spend 9-12 months rotating amongst sales departments to understand all business aspects, become acclimated and confident in selling lumber products! At the conclusion, the individual will be trained and positioned for a Business Development role. *This is a full-time, Monday-Friday, in-office position.*

Accountabilities

- ▶ Understand products, sales, industry average pricing, lumber production/manufacturing processes and customer base.
- ▶ Troubleshoot issues between logistics, operations and sales teams.
- ▶ Utilize internal systems for invoicing and tracking customer credit applications.
- ▶ Arrange and collaborate with the logistics team for timely shipment/distribution.
- ▶ Support Sales team with various sales office functions.

Qualifications

- ▶ Bachelor's degree in marketing, business or two (2) years equivalent experience in business-to-business sales.
- ▶ Tenacious with strong business acumen and communication skills.
- ▶ Computer proficient with Microsoft Office, Google Docs and ability to navigate and acquire skills to use internal systems.
- ▶ Solid analytical and problem-solving abilities.
- ▶ Bold, confident, career-minded and ready to sell at all times.
- ▶ Ability to travel to manufacturing sites.

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
Employee Appreciation Events
Collaborative Atmosphere
Tuition Assistance



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