



# SKANA

## FOREST PRODUCTS LTD

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BRITISH COLUMBIA  CANADA

Skana Forest Products Ltd. has an opportunity for a Lumber Trader, working with its experienced Lumber Trading Sales Team based in its Richmond, BC office. The successful candidate will be a highly motivated individual that will be part of the Sales Team working in the North American and Export markets.

Reporting to the Sales Manager, the successful Lumber Trader will be responsible for:

- Engaging in an ongoing dialogue with customers to assess current and projected needs,
- Developing, managing and strengthening customer relationships, through telephone, email and face to face correspondence,
- Focusing on customers' needs with the ability to offer immediate quotes or provide quotes in a timely manner,
- Responding to daily fluctuations in market conditions,
- Forecasting, procuring and leading the sales of wood products,
- Liaising with customers and suppliers and
- Assisting in developing the sales plan for the customer base.

### Requirements

- Sales experience is required.
- Wood products knowledge is an asset.
- Must be a highly motivated, engaged, and self-starting individual.
- Excellent English communication skills on the phone and in person.
- Has good business acumen, and strong business ethics.
- Demonstrates the ability to assess customer needs.
- Strong ability to anticipate, understand and successfully navigate multiple, fluctuating market conditions.
- Capable of remembering specifics of current inventory, including anticipated deliveries.
- Very knowledgeable with Excel and Outlook, and has the ability to quickly learn other programs and applications.
- Aptitude for numerical calculations.
- Ability to travel to customers, suppliers and to attend trade shows.

### Education

- Post Secondary Education in business or related field and/or equivalent experience.

If you are a critical thinker looking for an opportunity to exercise your judgment and assume significant responsibility for business growth, please submit your application, including a cover letter and resume to: [nancy@skana.com](mailto:nancy@skana.com).