

LUMBER SALES

Schmidbauer Family Sawmills is a family-owned wood products business that is seeking a team player to join our Lumber Sales Department based in beautiful Trinity County, California. Locally owned and operated since 1971, Schmidbauer has operations in three states and employs over three hundred people in Northern California.

JOB DESCRIPTION:

We are seeking a motivated, community-minded and knowledgeable candidate to join our team at our Trinity River Lumber sawmill in Weaverville, CA. The ideal candidate will have a strong interest or background in the lumber industry and sales, and be passionate about meeting the needs of customers.

RESPONSIBILITIES:

- Promote and sell dimensional Douglas Fir and White Fir lumber to new and existing customers.
- Develop and maintain strong business relationships with customers.
- Collaborate with the sawmill operations team, broader sales team and management to prioritize, ensure inventory availability and timely order fulfillment.
- Negotiate prices and delivery schedules within company guidelines.
- Represent the company in a professional and positive manner.
- Identify efficiencies in our processes and solve problems both independently and as part of a team.
- Support and backup other sales team members, as needed.

JOB REQUIREMENTS AND QUALIFICATIONS:

- Prior experience in lumber sales, building materials, or forestry-related industries preferred.
- Strong knowledge of wood species, grading, and lumber dimensions a plus.
- Excellent communication, negotiation, and interpersonal skills.
- Self-motivated and results oriented.
- Detail focused and ability to multi-task with strong organizational skills.
- In depth knowledge of MS Office (Outlook, Excel, and Word).
- Valid driver's license and ability to travel as needed.

COMPENSATION:

- The general wage range for this position is \$70,000 to \$130,000 per year, and is dependent upon several factors, including, but not limited to: relevant work experience, skill, knowledge, and/or education.
- Comprehensive benefits package, including medical and dental coverage, life insurance, and a 401(k) with Company Match.

How to Apply:

Please submit your resume and a brief cover letter highlighting your relevant experience to hr@trlcmill.com.