



Position Title	Outside Sales Representative – Hardwood Lumber
Position Location	This position’s location is to be determined and reports to the Eastern Hardwood Sales Manager who is headquartered in Kane, Pennsylvania.
Position Description	The position requires a self-motivated individual with a proven hardwood industry track record who possesses a professional and confident demeanor to represent The Collins Companies in a sales and marketing role with an emphasis on promoting the quality of our products as well as the environmental stewardship, customer orientation, and integrity of our company.
Position Responsibilities	<ul style="list-style-type: none"> ● Position will have responsibility for monthly sales goals and plan implementation for appropriate market segments. ● Work with the Eastern Hardwood Sales Manager to develop a sales/ marketing plan for the Eastern Hardwood division. ● Monitor and control implementation of sales/marketing plan as it relates to the position and adjust as necessary. ● Pricing authority with input from management. ● Take a lead role in the sales and marketing of products from our value added Dimension Mill. ● Active management of total cost to customer to ensure best freight/inventory formulas are working for Collins; coordinate as needed with Traffic Manager. ● Work as part of the operations team and with the hardwood sales team at all Collins facilities. ● Coordinate with VP Sales & Marketing to use existing field sales support when necessary for geographic efficiency. ● Set sales budgets for the position with both Sales Management and Operations Team input. ● Understand and communicate the need for strategic, focused marketing and sales. ● Be a pivotal point of communication on market conditions to the Operations Team. ● Hands on Order Entry and Inventory Management via LumberTrack system.
Position Requirements	<ul style="list-style-type: none"> ● Bachelor’s degree preferred. ● 5 years or more of sales and marketing experience in hardwood sales, proven experience/success in field sales. ● Strong interpersonal, negotiation, and presentation skills. ● Strong verbal and written communication skills. ● Strong sales abilities. Must be a self-starter and motivated. Must display good organizational skills. ● Must be a team player and willing to share responsibilities. ● Heavy travel required.
Salary	\$ DOE
Resume Closing Date	Open until filled
Send Resume To	Human Resources The Collins Companies 1618 SW First Avenue, Suite 500 Portland, Oregon 97201 Fax: 503.227.5349 Email: 2010KOSR@CollinsCo.com

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This bulletin reflects a generalization of information and may not reflect all aspects of this position.