



LUMBER SALES SPECIALIST

Position Overview

We are seeking an experienced lumber sales professional to sell our imported lumber inventory with over 50+ species. This role will market and sell to architectural millwork companies worldwide, including furniture builders, yacht builders, and high-end home builders. This role manages sales accounts, analyzes sales needs, presents solutions, negotiates sales, and coordinates internal resources to respond to customer needs.

Key Responsibilities

- Learn wood grades and specifications, learn MBVC inventory
- Package lumber orders for shipment
- Call on business prospects/target businesses (B2B sales)
- Answer sales correspondence, assist for customer inspection, persist and follow-up
- Serve existing customers
- Travel to customers (50%)
- Purchase species & quantities based upon Sales demand
- Present MBVC solutions

Preferred Candidate Profile

- 3 years experience with imported lumber
- 3 years proven sales experience
- High school degree
- Self-motivated
- Interpersonal skills/presentation
- Willingness to work hard
- Basic computer skills & use of social media
- Good attendance; punctual
- Organizational skills; ability to prioritize

Experience with these species a plus:

- Anigre
- Honduras Mahogany
- Khaya
- Sapele
- Teak
- Wenge
- Zebrano
- Paldao
- Spessart Oak
- Larch
- Avodire
- Eucalyptus

M. BOHLKE CORP. SNAPSHOT

M. Bohlke Corp. is a world leader in architectural wood products.

We strive to provide our clients with the finest wood products that nature has to offer. Together, conscientiously and responsibly, we use one of earth's most beautiful resources to enrich the world around us.

Family owned and operated since 1966, we have led the veneer industry in many technological innovations. We are a dynamic, international company known for industry leadership, expertise and our hardworking team environment.

mbvener.com

8375 N. Gilmore Road | Fairfield, OH



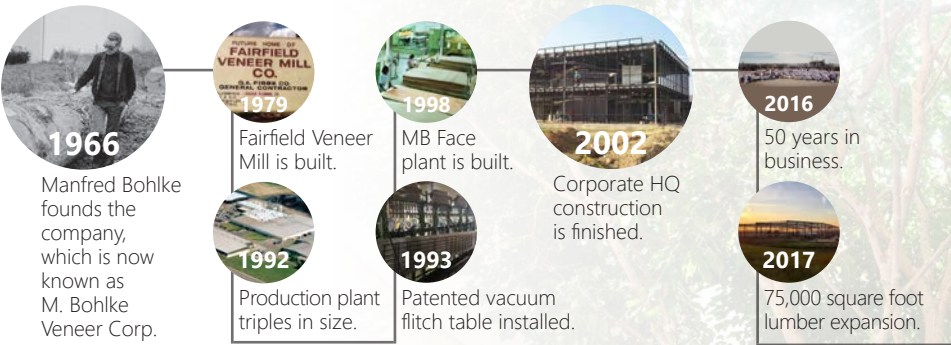


ABOUT M. BOHLKE CORP.

Our Culture

We feel that dedicated people are the key to our success. Through the efforts of our team, M. Bohlke Corp. has become a world leader in the wood industry. Over 50 of our 200+ employees have spent 25+ years with us! Our office is located in Fairfield, OH, just north of Cincinnati.

Our History



Benefits Overview

- Health and dental insurance.
- \$15,000 life insurance policy to the age of 65.
- Matching retirement contributions equal to 50% of the first 4% that an employee contributes, or 2%.
- A Perfect Attendance Bonus for hourly employees.
- Nine paid holidays.

Environmental Responsibility

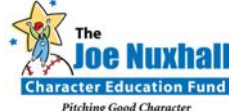
We have a strong commitment to the preservation and protection of the forests which supply our raw materials. We work with timberland owners to responsibly harvest trees in a selective manner.

Over the years, we have invested, developed and patented technology to produce the most out of veneer quality logs. From our knife grinder to our patented vacuum flitch beds, we have increased yields, allowing us to make the most out of our natural resource.



Proud member of:

Proud supporter of:



mbvener.com

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