



Plateau Forest Products, LLC

“Building Business Through Better Relationships”

Join Our Team We're Hiring

Experienced Commodities Traders – Lumber/Other

Job Description:

Plateau Forest Products, LLC (PFP) is looking for Senior Lumber Traders but will consider other Commodities if product(s) support our strategic market diversity goals. We offer a dynamic work environment with unrivaled growth in the beautiful resort community of Bend Oregon. If interested please submit your resume to Debora.Wonderly@FCTG.com.

At PFP our mission is to exceed our client expectations by providing the best products and timely solutions for their needs, committing to an honest, straight-forward and unrelenting work ethic.

We have been in business for over 30 years by building on our history of solid relationships and reliable results - we strive to further expand our national and international footprint in the forestry products industry. We are a subsidiary of Forest City Trading Group (FCTG) which is our parent company located in Portland, Oregon. Our website is <http://www.plateaufp.com>.

This is a full-time position with compensation determined based on experience. We believe in paying our people for their performance. We negotiate a fair salary and have a complete benefit package including health, life, vision, dental, 401(k), etc...

This position will start off salaried but in a short-time will become 100% commission based with a draw.

Duties and Responsibilities as a Lumber Trader:

- Build market position in our industry by locating and winning new accounts
- Create and build long-lasting relationships, on multiple levels with various customers-from production and shipping/receiving, with executive team members
- Call on customers to generate sales daily- quote, negotiate and close conditions of sale.
- Input orders and follow through with shipment to insure timely delivery
- Call on suppliers and get list of offerings - determine pricing strategy, negotiate sales, write up order
- Plan and budget daily, weekly, monthly, and yearly sales goals and measure results to goals. Each trader is solely responsible to find customers which produce sales and income from commissions
- Resolve any and all customer, mill, company disputes, issues, promptly and professionally
- Assist in collections from customers by working with credit department
- Interact with other traders on the floor to keep each other informed of changing market conditions and to provide customers a variety of products to be purchased from each department if needed, one-stop shopping

Education and/or Experience: High School Diploma is required along with a Bachelor's Degree from a four-year College or University; **or** Associate's Degree from two-year College. Minimum of five years' experience in Sales in the industry with a proven track record of success.

Knowledge, Skills and Abilities:

- Ability to be self-directed while working under tight deadlines
- Ability to cope with change, make decisions and act comfortably with risk and uncertainty
- Exceptionally strong interpersonal and communication skills
- Strong organizational skills and willing to work extra hours as needed to complete tasks
- Positive attitude with willingness to learn and be trained on company's trading practices and business software is a must for this position
- Must follow company processes and controls in place to ensure operating company stays in full compliance with annual audits
- In addition must have a high level of attention to detail and work well with others. Fast paced environment with high volume of transactions
- Experience using Microsoft Products is required and any experience using Sales Assist is a plus

PFPP is an Equal Opportunity Employer and provides a full array of benefits for our employees and their families including:

- **401(k) Retirement Savings Plan with Company matching**
- **Comprehensive medical, vision and dental plans**
- **Life Insurance**
- **Long Term Disability**
- **Travel Accident Insurance**
- **Section 125 Flexible Benefit Plan**
- **Health Savings Account with Company matching**
- **Wellness Program**
- **Employee Assistance Program**
- **Scholarship Program**
- **And more.....**

Send Resume and Cover Letter To:

Debra.Wonderly@fctg.com