



AMERICAN FOREST MANAGEMENT

POSITION ANNOUNCEMENT

Position: **District Manager**
Location: **Richmond, VA**
Reports To: **Region Manager**
Department: **RICH**

American Forest Management, Inc. (AFM) is the largest forest consulting and real estate brokerage firm in the United States. AFM currently manages over 6 million acres of privately owned timberland and has sold over \$2 billion in real estate transactions. With 265 employees operating from 49 offices located in 16 states, AFM's team of professionals is focusing on meeting client needs by providing a complete range of forestry services. Our small regionally dispersed offices allow us to provide individualized services, and our large overall size allows us to coordinate teams of foresters and technical specialists for large, complex jobs.

District Manager – Richmond, Virginia

AFM's Richmond District has an opening for a District Manager position reporting to the Region Manager. The position is responsible for management of ~90,000 acres of Timberland Investment Management Organization (TIMO) property, as well as, non-industrial private forestland (NIPF) business across the Commonwealth of Virginia. The District Manager is responsible for all day-to-day operations on the properties, as well as, managing a team of employees. This position is also responsible for generating new business in forest management and real estate services. Supervisory activities include timber sales and marketing, logging supervision, reforestation, road construction and maintenance, contract negotiation, hunting club management, environmental compliance, protection activities and land sales.

Minimum Qualifications

- * BS in Forestry or related field.
- * Minimum 7 years' experience in forest operations, including silviculture, harvesting, timber marketing and forest inventory, preferred.
- * Prefer individual with a history of strong operational/supervisory roles.
- * Highly proficient in Microsoft Excel and Word; working knowledge of GIS & GPS applications.
- * Strong analytical and writing skills.
- * SAF registered forester or ability to obtain registration in the first two years of employment.

- * Virginia Real Estate license preferred, or ability to obtain license in the first two years of employment.
- * Must have interpersonal skills necessary to listen to and communicate with multiple TIMO and NIPF clients on a direct and individual basis to meet specific client goals in a manner that facilitates a long-term business relationship.
- * Must have valid driver's license.

Work Environment

The position requires a significant amount of office time to respond to daily requests from clients. It may involve working long periods of time outdoors, sometimes in adverse weather conditions including summer heat and extreme cold, and at times, in remote forestlands accessed by private unimproved roads where off-road driving skills are required.

Principal Duties & Responsibilities

- * Prepares Richmond District budgets, annual operating plans, forecasts, and reports for internal reporting to AFM Regional Manager.
- * Responsible for the daily supervision of 6 to 8 foresters and administrative staff to insure the efficient implementation of required activities to meet client's goals and requirements.
- * Primary contact for new client development, working directly with potential new clients and also assisting foresters as they develop and expand the District's private landowner client base.
- * Prepares multiple TIMO client's annual budgets in conjunction with projected harvest schedule levels
- * Respond to client's requests on a daily basis regarding the evaluation and implementation of forest management activities on their various ownerships.
- * Assists NIPF clients with annual forest management decisions regarding timber harvesting, reforestation and other similar activities.
- * Responsible for the implementation and supervision of contractor's projects in the District.
- * Manages contract negotiation for management operations, timber sales and other similar contracts, to assure compliance with government regulations and client objectives.
- * Assists with the development of real estate activities.
- * Responsible for District performance reviews and safety program.

Salary and Benefits

- Salary commensurate with qualifications and experience.
- Nine (9) Paid holidays.
- Paid vacation schedule.
- Company vehicle provided with provisions for personal use.
- Bonus opportunities.
- Company sponsored healthcare and disability plans.
- Tuition Reimbursement Program.
- Company sponsored 401(K) retirement plan with company match.
- Ongoing professional development training.

To apply, please go to: <http://atsod.com/j/s.cfm/MXH>