



## **Log Sales Supervisor**

### **About the Company**

J.M. Longyear, LLC with headquarters in Marquette, MI, is a privately held, asset manager with a 145-year track record of growing long-term value. We operate across a spectrum of markets including forestry and land management, real estate, hardwood products and manufacturing. As one of the largest forest land owners in the Great Lakes region, we are a leader in forest management and sustainable timber harvesting.

### **Job Summary**

Reports to: Sales/Marketing Manager

We have an opening for an experienced Log Sales Supervisor to work with customers and sales at our Log Yard in Michigamme, Michigan. The position periodically travels to harvesting operations and other log yards. Duties include:

- Sale of forest products
- Intake of logs into yard, scaling, tagging and sorting
- Negotiate scale and grade with customers
- Recommend customer strategies, provide analysis
- Merchandise and remanufacture products as necessary
- Enter sales in handheld information system
- Identify and correct log quality issues with Forestry staff
- Maintain product inventory
- Coordinate loading and unloading trucks and shipments
- Oversee Equipment Operator
- Assist with heavy equipment operation as needed
- Facility maintenance, physical condition of log yard, and log yard security
- Follow environmental guidelines pertaining to log yard and facility
- Promote a safety culture by operating at the highest standards

### **Qualifications and Skills:**

- 5+ years of Northern Hardwoods log grading, scaling and sales in a log yard setting
- Negotiation with log purchasers
- Inventory management
- Extensive understanding of log sales economics
- Supervisory experience
- 1+ year operating heavy equipment

- Forestry degree or related field, or equivalent experience
- Handheld computers
- Working knowledge of Microsoft products with intermediate Excel skills
- Excellent people, communication & team skills
- Travel is required due to our operations and other log yards, so a good driving history is essential

## **Salary and Benefits**

Salary is commensurate with experience and Longyear offers an excellent benefits package including

- Health
- Dental
- Life and disability
- 401k
- Vacation
- Sick time
- Paid holidays
- Relocation package is available to the right candidate

**Apply at our career center at:**

[https://workforcenow.adp.com/mascsr/default/mdf/recruitment/recruitment.html?cid=0905f480-dc7d-4c95-a8ef-0c0deae56112&jobId=245749&lang=en\\_US&source=CC3&cclId=19000101\\_000001](https://workforcenow.adp.com/mascsr/default/mdf/recruitment/recruitment.html?cid=0905f480-dc7d-4c95-a8ef-0c0deae56112&jobId=245749&lang=en_US&source=CC3&cclId=19000101_000001)