

Marketing Manager

Description

Position: Marketing Manager

FT/PT: Full Time

Reports to: President

Location: Upper Peninsula of Michigan (Ironwood, Michigan)

Keweenaw Land Association, Limited (KEWL) is a publicly traded land and timber management company headquartered in Ironwood, Michigan with timberland assets located in the western Upper Peninsula of Michigan and northern Wisconsin. The Company owns approximately 180,000 acres of forest land and 401,867 acres of subsurface mineral rights. This position requires strong negotiation skills, analytical abilities and background in forest marketing. This is a great opportunity for an entrepreneurial individual to join the Keweenaw team to advance their career and help the Company grow in sales and profitability.

Job Functions and Responsibilities:

- Lead the Company's timber marketing program that includes veneer, sawlog and pulpwood sales and stumpage program, in order to maximize Company profitability.
- Negotiate price and volume for all direct log sales
- Oversee all aspects of Keweenaw's merchandising yard
 - All sawlog and veneer sales
 - Yard services and wood storage agreements
 - Personnel Management
 - Regulatory Environmental Compliance
- Contribute in the development of the annual Company and procured harvest budget
- Contribute in the development of the Budgeted annual harvest targets by product
- Contribute in the development of the Budgeted annual sales revenue and operations expense goals

- Oversee contracted logging and freight rate negotiations.
- Oversee and grow the procured stumpage purchase program.
- Ensure margin optimization through controlling costs, market allocation, and proper merchandising.
- Promote safe work practices and immediately rectify any unsafe acts or conditions.
- Other duties as assigned.

Qualifications

- Bachelor's degree (or higher) in forestry
- Graduate degree in forestry related discipline or business is highly desirable
- A minimum 5 years of experience in forest management, forest marketing and operations
- Strong background in design and management of wood supply agreements and log marketing functions
- Excellent negotiation skills
- Strong analytical skills
- Background in managing and building strong business relationships with logging and hauling contractors
- Must be a team player and self-motivated
- Must have excellent interpersonal and communication skills
- Client and customer service oriented

Keweenaw will provide:

- Salary commensurate with qualifications and experience
- Annual performance bonus
- Company Pickup
- Advancement opportunities
- Health and retirement benefits
- A stable organization celebrating over 150 years in business

For information about Keweenaw Land Association, Limited please visit our website at www.keweenaw.com

Keweenaw is an Equal Opportunity Employer and does not discriminate on the basis of race, religion, color, sex, sexual orientation, gender identity, age, protected-veteran status, non-disqualifying physical or mental disability, national origin, genetic information, or any other basis covered by appropriate law. All employment is decided on the basis of qualifications, merit, and business need.

For more information please contact Paula at (906) 932-3410

To apply please email your cover letter and resumes' to paijala@keweenaw.com