

## **Overview:**

Are you a dealmaker with a passion for the lumber industry? We're seeking a **Lumber Sales Trader** to join our dynamic Lumber Milling and Trading division. In this role, you'll connect with suppliers and customers, negotiate profitable deals, and help move lumber products across North America and beyond.

The Lumber Sales Trader is responsible for sourcing, purchasing, and selling lumber and related wood materials to a portfolio of customers across North America and/or international markets. Success in this position is driven by building profitable relationships, identifying market trends, and executing trades that maximize margins while ensuring customer satisfaction.

## **Why Join Us:**

- Competitive base salary + commission.
- RRSP matching plan.
- Comprehensive benefits package including Medical, Dental, Vision.
- Life Insurance and Long-Term Disability benefits.
- Employee Assistance Program.
- Corporate Culture that values and supports employees.
- Opportunity to work with a high-energy, experienced trading team.
- Career growth in a growing industry.

## **Key Responsibilities:**

- Develop and build strong relationships with lumber manufacturers and sawmills that benefit our organization.
- Negotiate purchase and sales contracts, pricing, and delivery terms.
- Implement best practices that improve the overall sales process through our main business channels – wholesale, re-manufacturing, and sawmill direct sales.
- Monitor commodity market trends, pricing, and supply/demand factors to identify trading opportunities, sharing this information weekly with the trading team.
- Manage the full transaction cycle, including logistics coordination and order fulfillment.
- Manage inventory ensuring optimal levels and correct inventory rotation at all N&C facilities, to reduce aged/ excess inventory.
- Collaborate with internal teams to ensure smooth operations and customer service.
- Achieve revenue and profit targets through proactive trading and account management.
- Occasion travel to visit suppliers, customers, industry trade shows, and conferences.

## **Qualifications:**

- Proven track record in a sales environment; preference given to those with industry experience.
- Strong negotiation, communication, and relationship management skills.
- Ability to analyze market data and identify profitable opportunities.

- Self-motivated, results-oriented, team oriented.
- Post secondary education (Bachelors, Diploma, relevant professional program) or equivalent in years of relevant experience.

**Performance Metrics:**

- Monthly sales revenue and gross margin targets.
- Growth in active customer accounts and supplier relationships.
- Market share and territory penetration.

Applications can be sent to [hr@niccates.com](mailto:hr@niccates.com).

**We appreciate all applications, however only those candidates selected for an interview will be contacted.**

Nicholson and Cates Limited is committed to creating a diverse environment and is an Equal Opportunity Employer. All qualified applicants will receive consideration for employment.

Upon request, we will provide reasonable accommodation for disabilities to support participation of candidates in all aspects of the recruitment process. Should you require an accommodation, please contact us at [erinnl@niccates.com](mailto:erinnl@niccates.com) and we will work with you to meet your accessibility needs.