



Bellwether Forest Products is looking for a Timber Buyer to join our team to support wood markets in the Midlands (e.g., Eastover, Camden, Catawba, Chester, Newberry, etc.). This person will actively seek out and engage prospective landowners, land managers, and agents to purchase timber to be purchased by our network of in-house logging crews (or sub contract crews).

The ideal candidate is results-driven, a hungry and hard working self-starter, relationship oriented, and passionate about timber, logging and contributing to our continued revenue growth. We prefer candidates with experience purchasing timber but are also open to young candidates who are looking for training to become established.

Responsibilities:

- **Develop and foster relationships with landowners, land managers and agents** - Maintain close communications with a wide variety of prospects. Understand landowner/manager goals. Offer the appropriate Bellwether solution and value proposition to purchase tracts to be harvested and meet timberland owner goals.
- **Develop and foster relationships with mill contacts** - Maintain close communication with wood-consuming mills to understand market conditions and fairly price timber.
- **Be responsible for harvest operations and logging crews** - Take ownership of providing consistent wood to harvest for assigned logging crews, year round. Manage harvest details (boundaries, contract specifications, roads, BMPs, etc.) Manage and allocate wood orders.
- **Cruising and pricing** - Cruise timber to estimate volume and product mix. Estimate timber harvests costs and facilitate profitable tract purchases that benefit all parties (landowner, mill and Bellwether)

Requirements:

- 1-2 years experience purchasing timber preferred
- Forestry and/or logging operations degree preferred
- Excellent ability to manage and build relationships
- Demonstrated ability to meet and exceed goals, while working under pressure
- Advanced skills in communicating, selling and negotiating
- Unrelenting drive to understand and meet prospective customer needs
- Positive attitude, high energy, team player

This position will provide competitive, results-based compensation and our standard benefits including health care, paid time off, 401(k) retirement savings with company match and professional development.