

Director, Wholesale Supply

Western Forest Products

Location of Work: 800-1055 West Georgia Street, Vancouver, British Columbia, V6E 3P3, Canada

Western Forest Products ("WFP") is a publicly-traded, integrated Canadian forest products company with a margin focused business strategy servicing global markets from coastal BC and Washington state.

WFP's wholesale lumber business is growing and projected to double next year. The company is on an ambitious path to reposition from a regional producer of speciality lumber to a global supplier of targeted speciality building material for select customers. As head of wholesale supply, the Director will have the opportunity to identify supply needs for the company across the world- either to fulfil current product offerings or secure new products that customers want - and then purchase that supply from competitors or suppliers for wholesale. These additional sources of lumber supply (or other products) secure WFP's current contracts, leverage the expertise of external manufacturers, enable its own mills to be more efficient, and allow it to enter into larger contracts with bigger customers.

Reporting to the Vice President, Sales & Wholesale Supply, the Director, Wholesale Supply is responsible for overseeing the growing wholesale lumber business. In this newly created role, the Director will be fully accountable for repositioning WFP from a regional producer of specialty and commodity products to a global supplier of targeted specialty building materials for selected customers by developing supply agreements and managing those contracts. The current Wholesale business is focused on Canadian and US based supply; the next strategic area of growth will be on Asian supply.

As the ideal candidate, you are an experienced, results-oriented and highly strategic business leader with the entrepreneurial drive to grow the wholesale lumber business. You are fluent in English (written and verbal) and you bring a minimum of 5 to 10 years' experience leading a successful wholesale lumber/forest products distribution business. Alternatively, you bring related experience in a sales or purchasing role in a lumber/forest products environment. Experienced in developing and negotiating supply agreements and carefully managing contracts, you understand how margins, pricing and volume impact profitable sales. You will be able to set the strategy for how to grow the business and then identify products to meet that need. A university degree in business administration, engineering, science or a related field is required.

This is a full time, permanent position with a salary range between \$150,000 and \$175,000 plus an annual 20% bonus, 4 weeks of vacation and a Defined Contribution pension plan. There will also be employer-paid health and welfare benefits which include medical, dental, extended health, life insurance, and sick leave. Relocation assistance will be provided (if applicable).

This role is located in Vancouver, BC. This is an ideal role for an entrepreneurial business leader excited about the prospect of building a business within a world class specialty lumber company.

To explore this opportunity further, please submit your resume [here](#) or you can apply for this position by email to vancouver@boyden.com. Please indicate the position title and organization you are applying for in the subject line of the email. Contact Information: Boyden Vancouver; Suite 1400-900 West Hastings Street, Vancouver, BC V6C 1E5 | T: 604 685 0261; F: 604 684 7988.