



ADMINISTRATION

POSITIONS IN THE FOREST PRODUCTS INDUSTRY



SALES REPRESENTATIVE

OTHER JOB TITLES: salesperson, wholesale trade representative, sales agent, broker, dealer.

IF YOU WANT GOOD PAY, OPPORTUNITIES TO LEARN ON THE JOB, A GREAT LIFESTYLE AND THE CHANCE TO WORK IN CANADA'S GREENEST WORKFORCE, THEN THE FOREST PRODUCTS INDUSTRY IS RIGHT FOR YOU.

Why green? The forests are a renewable natural resource and the Canadian forest products industry is known for its world-class environmental credentials, including having the most certified forests in the world, and cutting more than 70% of its greenhouse gas emissions since 1990.

The industry offers something for everyone. It's an industry with a reputation for investing in skills training and career growth, and no matter what part of the forest products industry you work in - on the mill floor as a mechanical engineer, or in the forest as a forestry technician - every job is part of the greenest industry in Canada.

Canadian forest product companies will need to hire 60,000, or more, **new workers by 2020** to meet demand and you could be one of them!

DESCRIPTION

To be successful in sales in the forest products industry, you must be driven, disciplined and focused. You will be expected to plan daily sales activities and to seek out sales through cold calls, door-to-door contact, networking and marketing efforts. As a sales representative, you will also be expected to have a solid understanding of the forest products industry and the innovative products it produces.

Depending on the company you work for, you may have the opportunity to travel across Canada and internationally. But many sales representatives have smaller territories that allow them to come home at the end of each day.

Working as a sales rep opens up the opportunity to move up to supervisory, managerial or even executive positions.

KEY RESPONSIBILITIES

Sales representatives for forest products companies perform a wide range of responsibilities. On any given day, you might:

- make sales with existing clients
- identify potential clients
- make presentations on the benefits and uses of forest products
- estimate or quote prices and delivery dates
- provide after-sales service
- stay ahead of competitors

THIS JOB IS RIGHT FOR YOU IF...

- you want to live an oversized life in one of Canada's beautiful forest communities
- a sense of community is important to you
- you like variety and learning new things
- you want to make a difference working in a green job
- you like people
- you are goal-oriented
- you are confident
- you like networking
- you are a good communicator

\$ EARNING POTENTIAL



This is the high end of the Canadian average. In some areas, more senior sales representatives make \$50 per hour.

+ BENEFITS MAY INCLUDE

- Apprenticeships
- Career growth
- Daycare
- Dental and medical plans
- Employee assistance plans
- Pensions
- Ongoing training

EDUCATION AND TRAINING

Getting your high school diploma is the first step on your path to a rewarding sales career in the forest products industry. Getting a university degree or finishing a college program is another good way to start your career. But ultimately, your success in sales will be determined by the experience you earn on the job. Here is a complete list of Canadian Universities and Colleges: thegreenestworkforce.ca/education

#LIFE'S BETTER HERE

Dare to Compare. See how much time and money you would save by moving to a forest community. Visit thegreenestworkforce.ca/compare