



## **Lumber Division Director - Job Opportunity**

World Tree ([www.worldtree.info](http://www.worldtree.info)) is a leading agro-forestry company focused on growing farming communities; and producing strong returns to our investor and farmer base. We are commercializing the Empress Splendor (Paulownia), the world's fastest growing tree. With 6,500 acres of trees under management and over 150 farmers in its Eco-Tree program in the United States and Central America, World Tree will be expanding its operations significantly over the next year by planting an addition 29,000 acres in 2021 and an additional 100,000 acres by 2025.

World Tree is seeking an outstanding professional to grow and oversee its lumber division. The ideal candidate combines strong interpersonal skills, selling and marketing experience, along with deep knowledge of the lumber industry.

### **About World Tree**

World Tree is an agroforestry company that works exclusively with Empress Splendor (Paulownia). World Tree works with farmers to grow the trees to hardwood maturity and then harvests and sells the lumber for mutual profit. The goals of the company include: the drawdown of carbon thereby mitigating climate change; and, generating profits for its farmers and investors through the growth of a sustainable and regenerative hardwood lumber.

World Tree's mission is to elevate, educate, and innovate for the planet.

### **About the Position**

The Company is seeking an accomplished and dynamic individual to manage all aspects of lumber development and sales. Empress Splendor is a blonde, straight-grained hardwood that has a very high strength:weight ratio. It is also highly water, rot and warp resistant. This combination of qualities have made it a highly prized lumber in Asia for many centuries. However, the North American market is largely undeveloped.

The role of the Lumber Division Director will be to spearhead World Tree's campaign to successfully commercialize Empress Splendor lumber in North America. This is a critical and important role in the company, where the successful candidate will be working directly with the Chief Executive Officer and executive team to implement the Company's mission and vision.

The successful candidate must:

- Be an experienced lumber professional, with in-depth knowledge of milling, lumber markets, and sales channels.
- Be highly knowledgeable of industry standards.
- Be ambitious and excited by the challenge of developing a new market
- Be a great communicator, professional in demeanor with an ability to negotiate significant contracts.
- Be fanatical about accuracy and details.
- Be available to travel to prospective customers in various regions.
- Be available to travel to mills in Central America and Mexico a few times per year.
- Be a team player who inspires people, and able to hold the team accountable in an empowering manner.
- Love people, love the industry, and love trees.
- Look for the good in people.
- Be completely aligned with World Tree's mission.

#### ESSENTIAL DUTIES & TASKS:

- Develop and implement short and long term strategies and plans for lumber sales.
- Build relationships with future customers, developing sales channels for World Tree in the US Market.
- Meet sales and gross margin objectives created with the Company.
- Identify new markets and new opportunities.
- Assist in ensuring quality control and accurate lumber grading.
- Offer ideas for improvement in all lumber areas such as delivery, packaging and inventory control.
- Hire, grow, train, manage, and direct the Lumber team.
- Administer incentive programs and help the sales team achieve their goals.
- Travel to vendors, industry meetings, etc.
- Special assignments and projects as required by CEO or COO.

## REQUIRED SKILLS AND QUALIFICATIONS:

The successful candidate is highly motivated, independent, and adept at working collaboratively in a team environment.

- Bachelor's degree or equivalent work experience.
- LBM industry and product knowledge.
- Previous management experience - sales team management is preferred.
- Entrepreneurial mindset.
- Strong interpersonal and communication skills.
- Ability to coach and inspire staff.
- Must be a team player.
- Ability to instill trust and respect with others.
- Negotiation skills.
- Good problem-solving abilities – solution oriented.
- Well-versed in using PC and Microsoft Office.
- Ability to think strategically and in multiple time horizons.
- Self-motivated and self-directed.
- Strongly motivated to succeed with an aggressive desire to grow market share.

## COMPENSATION:

Commensurate with experience and education. This is a full-time position and World Tree offers a full benefit package that includes stock options.

## LOCATION:

Anywhere in USA.

Apply Now

Please send your resume and cover letter to:

Courtney O'Connor  
[Courtney@worldtree.info](mailto:Courtney@worldtree.info)

[www.worldtree.info](http://www.worldtree.info)