DIVISION SALES REPRESENTATIVE – WOOD PRODUCTS

SWEED MACHINERY - GOLD HILL, OR

SWEED IS SEEKING A DIVISION SALES REPRESENTATIVE FOR THEIR WOOD PRODUCTS DIVISION — SWEED Machinery is an engineering-driven manufacturing company. We design and build systems specific to our customers’ needs. SWEED is on the cutting edge of material handling, waste reduction, and recycling solutions, with a commitment to customer-focused service, state-of-the-art engineering, and quality craftsmanship. We are currently looking for a Wood Products Division Sales Representative who will coordinate equipment and systems transactions and services provided by SWEED. The ideal candidate will have an engineering mindset and possess a natural ability to manage new business development, obtain new customer contacts, nurture existing customer relationships, and develop proposals and equipment quotes.

SWEED is one of the top manufacturers of recycling systems and components, linear scrap processing equipment, and veneer handling equipment. If you are looking for the opportunity to work for a growing company and make this position your own, apply today!
The Rogue Valley is one of the most desirable places to work, live, and play. We have beautiful valleys, scenic mountain peaks, historic sites, charming architecture, theatrical companies, hiking, golfing, resorts, horseback riding, rafting, fishing, and every imaginable outdoor activity that the great weather of a Southern Oregon climate affords. We have the benefits, appeal, and superior quality of life found in a small-town community, while enjoying active, social, and cultural lifestyles found in larger metropolitan locales.

Our organization is conveniently located near many cultural attractions, such as the world-famous Oregon Shakespeare Festival and the Britt Music Festival, and near Rogue Community College and Southern Oregon University. Other neighboring attractions include Mount Ashland Ski Resort, Crater Lake National Park, and the Oregon Caves National Monument. The Rogue River is one of the greatest attractions in Southern Oregon, and it flows for 215 miles and cuts through the heart of the Valley. The Rogue Valley area is home to numerous award-winning wineries and breweries and a variety of unique dining experiences.
**THE ORGANIZATION**

*Innovation and customer service* is at the heart of everything we do. SWEED is an American manufacturing company that designs, sells, and manufactures its products in house. We have three main product lines: material handling equipment, linear scrap choppers, and non-ferrous recycling systems. SWEED serves a wide range of customers from small owner/operator outfits to multi-million-dollar companies, such as Georgia Pacific, Weyerhauser, Salt River Project, Florida Power and Light, National Grid, and Coca-Cola. When you work with SWEED, you are working for an evolving company that provides its team members with a high potential for growth.

**WHY CHOOSE SWEED**

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**SWEED PRODUCTS**

**MATERIAL HANDLING**

SWEED’s line of material handling equipment is designed and manufactured to assist veneer and panel manufacturers achieve higher production goals and with less downtime. Our equipment comes with the latest technology to ensure the highest levels of speed, precision, and quality. See our work in action: [bit.ly/veneerstacker](http://bit.ly/veneerstacker)

**SCRAP CHOPPERS & RECYCLING EQUIPMENT**

SWEED scrap choppers and recycling equipment process a wide variety of linear and bulk scrap materials across a broad range of different industries. Our systems can be tailored to individual needs and help processors reach recycling and non-ferrous recovery goals while increasing scrap value and employee safety through the efficiency of scrap handling.
THE JOB

The Division Sales Representative — Wood Products will serve as the eighth team member of the sales department and the account and territory manager of the Wood Products Division. They are responsible for coordinating equipment, systems transactions, and services provided by SWEED, with an emphasis on cultivating strategic partnerships through an enhanced customer experience. Other key responsibilities include supporting new business development, obtaining new customer contacts, developing proposals, preparing system and equipment quotes, customer relationship and project management, market analysis, and marketing and lead generation, etc. Having an engineering mindset and an above-average knowledge of general equipment function and operation, including mechanical, hydraulic, pneumatic, and electrical functionality, are all highly desirable for this role. This position requires candidates to have a balance of technical acumen and interpersonal skills.

UPCOMING PROJECTS, CHALLENGES, & OPPORTUNITIES

» Adapting to the modern workforce through robotic technology.

» Leading the Wood Products Division through innovation that’s geared toward growth and expansion.

» Closing the communication gap between the engineering and sales departments.

THE IDEAL CANDIDATE

Our ideal candidate is a self-driven individual who will strive to expand the Wood Products Division through innovation, dynamic communication, technical sales, and strategic thinking. They will easily build rapport and make connections with clients, prospects, SWEED team members, and other key contacts. This role is ideal for someone who is looking for the excitement of a growing company but with the stability of a well-established name in the industry. Along with having an engineering mindset, the top candidate will be business and marketing savvy, self-motivated, personable, and an excellent communicator who can translate customer needs to technical experts and back again. The ideal candidate will also collaborate effectively with other divisions within SWEED, and leverage SWEED’s brand to expand and cultivate new business opportunities.
THE IDEAL CANDIDATE WILL ALSO...

» Live and breathe SWEED Core Values (R.E.A.C.H.).
» Operate as the lead point of contact for all matters related to SWEED Wood Product Sales.
» Actively collaborate and cultivate relationships with existing and prospective strategic partners in veneer, plywood, and other wood product manufacturers.
» Nurture long-term partnerships, with an emphasis on repeat business and referrals.
» Illustrate how our products and services can improve production performance and additionally benefit client operations.
» Negotiate contract terms for present and future capital projects.

EDUCATION & EXPERIENCE
» Bachelor’s degree in business, engineering, or related field;
» B2B sales experience, with a proven record of year-over-year growth;
» Sales experience with “technical/industrial” equipment or product handling and sales preferred.

GET A GLIMPSE OF OUR ONGOING ROBOTICS PROJECTS:

SWEED PROJECTS
HOW TO APPLY

Applicants will be reviewed on an ongoing basis. **For first consideration, apply immediately** by completing an application and submitting your cover letter and resume. Applications will be accepted through February 2022.

Apply on our website at: [APPLY HERE]

QUESTIONS?
Contact the recruiter, Wendi Brown at: wendi@wbcpinc.com 541.664.0376

BENEFITS

- Competitive salary and an attractive benefits package that includes:
  - Paid travel and/or reimbursement
  - Competitive compensation (DOE), including commission
  - Paid vacation & holidays
  - Health, vision, dental, and life insurance
  - Flex spending account with employer contribution
  - Short-term disability
  - 401(k) with employer compensation