

# Lumber Sales Representative

Lumber sales representatives work with people to find sales for a lumber company. Companies have an inside sales representative, an outside sales representative, or both. All sales representatives work with company leaders to assist in directing sales. Inside representatives primarily work in the office, making calls, researching online and meeting with marketing associates. Outside representatives often travel to meet with clients and perform demonstrations that help sell products.

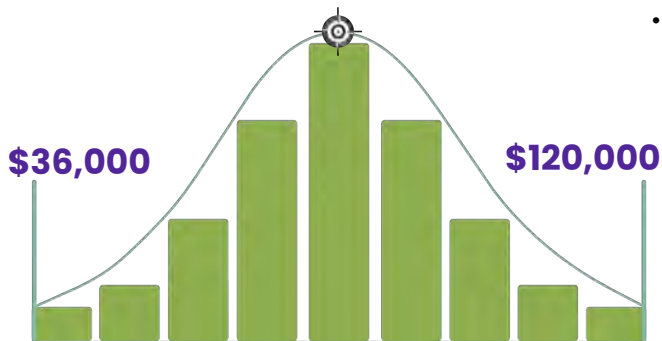
## Abilities / Personality

- Friendly
- Organized
- Self-motivated
- Resourceful

Photo courtesy of Pukall Lumber Co.

## Salary

Median \$65,000



## Education / Training

- High School Diploma
- Optional:
  - 1-2 or 4 year degree in business, marketing, or related field
  - Company based training program

## High School Courses to take

- Business
- Marketing
- Forestry
- Math/Accounting
- Communication

## Outlook (2032)

# +1%

There will be 1% more jobs by the year 2032

## Work Environment

Lumber sales representatives typically work out of an office setting. Some positions require travel which can include driving long distances. Sales representatives usually work a regular, 40+ hour work week.

## Skills

- Communicate effectively and speak confidently
- Market and sell products efficiently
- Understand marketplace
- Pay attention to detail
- Use Microsoft Office tools
- Identify lumber types
- Know company products
- Build and maintain relationships

## Responsibilities

- Sell lumber and wood products
- Track sales
- Communicate sales with others in the company
- Develop and maintain relationships with customers
- Meet and/or exceed quotas
- Coordinate team members to optimize sales

Learn more at [leafprogram.org/sales](https://leafprogram.org/sales)



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