



## Business Development

Biewer Lumber LCC is looking for a motivated and results-driven Business Development candidate to join our team! This position will be responsible for identifying new business opportunities, engaging with new and existing customers, and nurturing leads to drive company growth. The role is ideal for individuals with excellent communication skills, a passion for relationship building, and a proactive approach to achieving sales targets.

**Areas of Focus:** Wisconsin and Minnesota

**Work Environment:** This will be a remote position, requiring 75% of the time traveling throughout the sales territory.

## Accountabilities:

**Primary responsibilities will include:**

- Facilitate and develop new customer relationships by promoting our products and services.
- Identify new customers through networking, cold calling, and sales techniques.
- Negotiate contractual agreements for committed programs and sales development.
- Manage accounts by troubleshooting customer inquiries through phone calls, emails, and visits, while responding promptly.
- Prepare and report results, account status, leads, and new prospects to leadership.
- Follow company policies and procedures such as sales reporting, system entry, and credit entry.
- Collaborate with staff and sales team to ensure orders are processed accurately, facilitated correctly, and efficiently.
- Provide ideas, insight, and innovative suggestions for continuous sales opportunities.

## Qualifications:

- Proven experience with new customer development, customer service, and networking.
- Computer proficient with Microsoft Office, Google Docs, and ability to use internal systems.
- Bachelor's Degree, concentration in Marketing, Business, or four (4) years equivalent experience in sales or marketing.

### ABOUT BIEWER

Biewer Lumber provides its customers with the highest quality lumber, superior service, and exceptional reliability. Our five fully automated sawmills, producing both SPF & SYP, are equipped with state-of-the-art technology. The Biewer family of companies also includes three treating and distribution facilities, two manufacturing plants, and a full-service logistics company. As a fourth-generation family owned company, Biewer holds the highest standards for its products, processes, and people.

### BENEFITS

Medical, Dental, Vision  
401(k) Match  
Paid Time Off & Paid Holidays  
Life/AD&D Insurance  
Flexible Spending Accounts  
Optional Short & Long-term Disability  
Optional Accident Insurance  
Employee Assistance Program (EAP)

### CONTINUOUS IMPROVEMENT

“Safety First” Manufacturing Operations  
Safety Committees & Employee Involvement  
Employee Engagement Surveys  
Ongoing Communication & Feedback  
Leadership Development  
Sound Forestry Practices  
Equipment & Operating Upgrades

### PERKS

Team Oriented  
Employee Appreciation Events  
Collaborative Atmosphere  
Tuition Assistance



Apply today at [biewerlumber.com/careers](https://biewerlumber.com/careers)

An equal opportunity employer

