

## **Position Specification: Outside Sales & Marketing Team Professional**

**Reports to: Amy Monson – Vice President, Marketing**

### **Summary:**

We are looking for an initiative-taking, competitive, energetic Sales & Marketing Professional to join our growing team. This is a fast-paced, client-facing role ideal for someone who thrives on building relationships, closing deals, and working in a competitive yet fun and supportive environment. If you are outgoing, persistent, enthusiastic, resilient, self-driven, and excited by uncapped earning potential, this is the opportunity for you!

### **Position Overview**

We are a fast-paced, high-activity sales team. As a member of the J.M. Thomas Forest Products Outside Sales & Marketing team, you will work closely with our retail accounts to establish relationships and achieve market growth.

- Territory: Utah, Colorado (Western Slope)
- Develop and maintain strong relationships with new and existing clients.
- Identify sales opportunities and generate leads through networking, referrals, and prospecting.
- Conduct in-person meetings, presentations, and product demonstrations.
- Manage a dynamic sales pipeline and consistently meet or exceed sales targets.
- Travel regularly within your assigned territory to meet clients and attend events.
- Collaborate with internal teams to ensure exceptional customer experience.
- Stay up to date on market trends, competitors, and industry developments.

### **Knowledge & Skill Requirements**

- Highly motivated and goal-oriented with a strong drive to succeed.
- Outgoing personality with excellent communication and people skills (Verbal and Written).
- Ability to speak in front of crowds.
- Ability to thrive in a fast-paced, competitive environment.
- Strong time management and organizational skills. Ability to work independently, without supervision.
- Willingness and ability to travel frequently.
- Confidence in product knowledge, quoting prices and other bid specifications.
- Knowledge of marketing, sales, and public relation techniques and strategy.
- Proficiency in Microsoft Word, Excel, PowerPoint & Outlook.
- High School Diploma or greater.
- Higher education is preferred but not required.
- Previous sales experience preferred but not required for the right candidate.

## Benefits

- Full Time Employment
- Competitive base salary plus commission structure
- Comprehensive benefits package (Health, Dental, Vision)
- Paid time off
- Life Insurance
- 401k
- Company Vehicle
- Ongoing training and professional development opportunities
- A fun, high-energy team culture that celebrates wins and supports growth.

## Why Join Us?

You will be part of a driven, collaborative, tenured team that values hard work, recognizes achievement, and believes work should be both rewarding and enjoyable. If you are ready to take your sales career to the next level, we want to hear from you!

Submit resume' and cover letter to: [amym@thomasforest.com](mailto:amym@thomasforest.com)

Position Closes: April 20, 2026