

**Eastern Shore Forest Products, Inc.**  
**Salisbury, MD**

**Procurement Forester:**

Eastern Shore Forest Products is the largest forest products company on the Eastern Shore of Maryland. The company produces a variety of consumer-oriented forest products, ranging from shavings for poultry and animal bedding to mulch and firewood, as well as supplying chips to provide power and heat for the Eastern Correctional Institution. Headquartered in Salisbury, the company has facilities in Pocomoke City, Federalsburg, Frankford, Delaware and Millington, Maryland, as well as Salisbury and now in Crockett, Texas. We are a growing company.

As the company's wood needs are increasing, there is a need to build up wood procurement efforts. The position the company is seeking to fill is that of a procurement forester, specializing in working with landowners to acquire wood, primarily pine pulpwood within roughly a 60-mile radius of Salisbury. Our area is coastal plain, southern pine, more like eastern North Carolina than any place else. It's flat, wet and logging is a challenge, particularly in the wetter times. The job will require some coordination with loggers, but the emphasis will be closing timber purchases on private lands. As such, the candidate will be responsible for establishing a regular communications effort directed to private forest landowners, establishing a presence and positive relationships with state foresters, county extension and soil conservation districts, promoting forest practices that not only produce logs but also help meet landowners objectives for wildlife habitat and recreation. It will also be important to help landowners understand their potential financial returns from various harvesting alternatives. This position will require a heavy focus on landowner relationships. In addition to a forestry background, strong communication and organizational skills are required as well as GIS proficiency.

**Job Description**

**Job Title:** Procurement Forester

**Location:** Salisbury, Maryland

**Reports To:** Operations manager

**Summary:** The planning and procurement manager is responsible for purchasing various forest resources for the Pocomoke-City, Salisbury, Federalsburg, Maryland and Frankford, Delaware processing operations.

The principle duties of this position are developing leads, locating, appraising, and procurement of approximately 200,000 tons per year of predominantly pine and hardwood pulpwood.

This position requires a high level of planning, organizational and interpersonal skills.

Supervises and plans for others in the department.

The planning and procurement manager reports to the operations manager.

**Principal Duties and Responsibilities:**

- Advertise and develop leads for landowners with potential timber to sell.
- Gather accurate field data by cruising timber, mapping and marking trees to harvest, flagging property lines, sale boundaries, and streamside management zones.
- Negotiate the purchase of standing pine and hardwood - land and timber.
- Organize, plan and implement processes to ensure adequate flow of wood to various plants.
- Build relationships with and supervise logging contractors and gate wood suppliers.
- Insure timely and correct reports are kept.
- Work closely with mill Managers and Mill Quality Control personnel to insure wood receipt compliance with mill raw material specs.
- Utilize knowledge of the area to build relationships with timber owners and sellers.
- Develop an understanding and a relationship with area forest product companies, their needs, their specifications, and their pricing.

**Pre-requisites:**

Individual should have a minimum of a 4-year Degree in Forestry and 3 years of procurement related experience.

Must be willing to work in rough terrain and vegetation, as well as hot and cold weather conditions.

The contact information for this position is as follows.

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