



Buyers of Standing Timber and Timberlands, Timber Harvesting and Land Clearing Services

CREATING HEALTHIER FORESTS FOR THE FUTURE GENERATION TO ENJOY

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MULCH SALES REPRESENTATIVE

THE POSITION

We are searching for people with an attitude and temperament to fit our culture and join our team. Currently we are seeking an experienced and highly motivated Mulch sales representative to grow with our company

Our work environment is fast-paced, ever-changing and at times physically demanding.

JOB OVERVIEW

The Mulch Sales Representative focuses on procuring, marketing, selling bulk mulch, wood chips, and organic byproducts generated from logging and timber operations. The role involves managing relationships with landscapers, nurseries, municipal entities, and agricultural buyers to convert wood waste into revenue. Additionally, the sales rep is responsible for maintaining the company's social media presence to ensure continued growth of company and brand recognition.

Minimum Qualifications:

- Minimum of 3-5 years' sales experience with a proven track record in industrial or agricultural sales.
- Understanding of wood types, mulch grades, and forestry practices.
- Strong communication with verbal negotiation and relationship-building skills.
- Ability to visit active processing sites.
- Marketing and social media advertising experience.
- Experience with CRM software and inventory tracking tools.
- Knowledge of freight, weight limits, and delivery zones preferred.
- Heavy equipment operation experience preferred.
- Must be a US citizen.
- Valid driver's license.

Duties and Responsibilities:

- Develop constructive and cooperative working relationships with current and prospective customers and maintain good communication.
- Business to Business Sales – Prospect and close deals with bulk buyers.
- Lead Generation – Cold call landscapers, construction firms, schools, and centers. Stop at active construction and building sites to discuss prospective sales and/or procurements.
- Account Management – Maintain relationships with repeat commercial clients.
- Coordinate new client sales with office and dispatchers.
- Logistics Coordination – Align deliveries with fleet drivers and dispatchers.
- Market Pricing – Track regional wood byproduct prices to maximize margins. Continuously monitor market trends and pricing of sales products.
- Site Visits – Inspect delivery locations for safety and accessibility.

- Contract Negotiation – Finalize volume discounts and seasonal supply contracts.
- Track and monitor mulch yard(s) product volumes and availability.
- Procurement of raw topsoil and bark products.
- Marketing and Advertising of Mulch yard products.
- Company social media site monitoring and updating.
- Attend local and regional trade shows and events. Host company booth.
- Maintain Lidar system at mulch yard.
- Ensure product testing and certifications are performed on all required products.
- Work closely with general manager/operations manager to understand and communicate all relevant product details.
- Assist mulch yard staff with yard tasks as needed (typically 1 day/week).
- Assist with mulch deliveries during busy season (April – July) as needed.
- Maintain accurate logs of sales and client activities and report any concerns/issues.
- Provide timely feedback on changes to customer relations.
- Ensure all safety rules and standard policies are adhered to.
- Perform other duties as assigned.

Required Skills and Abilities:

- Ability to understand and follow oral instructions; communicate with supervisors, co-workers and the public effectively
- Able to comply with all company policies and procedures
- Ability to travel and work overtime when required
- Must have strong work ethic
- Able to push and pull with hands, arms, and feet repetitively
- Must have good visual and auditory physical capabilities to manage sights and sounds in a hazardous work environment
- Able to be alert and cognitive of multiple concurrent activities of the job site, including awareness of other employees, subcontractors, machinery, equipment, and moving traffic when applicable
- Ability to work around loud noises
- Coordination between hand, eyes, feet to guide equipment and objects
- Must be able to mount and dismount safely off vehicles and equipment
- Must be able to wear appropriate personal protective equipment
- Must be able to walk on uneven terrain
- Ability to perform work outside in all types of various weather (i.e. heat, cold, wind, sun and inclement weather, etc.) on a regular basis

Additional Information

Here are some of the benefits you receive when employed by A M Logging, LLC:

*Full-time salary position w/Bonus program. (**Compensation based on qualifications and experience.*)

*Employer sponsored health insurance (ESI).

*401K Retirement with company match.

*Paid Time Off (PTO)

A.M. Logging is a forward-thinking company that provides you with steady employment year-round while operating modern equipment that is well maintained.

A.M. Logging, LLC is an Equal Opportunity Employer!

If you believe you possess attributes that fit our culture, we encourage you to join our team!

Apply today at <https://www.amlogging.com/employment-opportunities/>, on Facebook, on Indeed, or in person at our main office in Millheim, PA.