

Lumber Sales / Project Sales Associate

Bernard Building Center is a privately owned, 4-location Lumberyard and Home Center. We are the largest independent lumber dealer in NE Michigan, and we've proudly served the Building and Remodeling industry for over 60 years.

Our unique business model specializes in Contractor sales while maintaining a welcoming, helpful atmosphere for retail DIY customers. We believe strongly in serving both customer bases by providing quality products and fair pricing. We do not sell substandard lumber. We will not engage in price gouging. We attribute our long-term success to both our reputation as an honest, reliable supplier and the collective expertise of our sales team.

Bernard Building Center employs approximately 70 team members. The majority of our staff are highly skilled in the building trades. Many held previous careers in Contracting or Construction before joining our team. We hold to a high standard in choosing team members who are knowledgeable in our field. On occasion, we may also choose to develop that rare go-getter who is committed to a career in this field and willing to learn from experienced mentors.

As a Lumber Sales / Project Sales Associate, you will

- Sell building supplies to both contractors and homeowners
- Calculate the proper materials for each project in appropriate quantities
- Place orders on behalf of customers and schedule deliveries
- Serve as a liaison between customers and suppliers, mediating conflict as necessary
- Expect challenges, meet them with a level head and provide beneficial solutions

In addition, you will actively pursue business development avenues

- Identify the building and remodeling needs of prospective customers
- Develop strategies to transition those prospects into long-term customers
- Ensure client satisfaction so that our customers continue choosing Bernard Building Center for their building supply needs

In this dynamic role, you may be assigned additional tasks at any time based on the needs of the organization

Do you have what it takes to work in this challenging, fulfilling environment? Are you ready to embark on a career instead of a job? If so, we'd like to see your resume' today!