

## Top Senior Leadership & Technical Talent

Curated by WoodJobs – A Division of National Search Group

### ★ Candidate ID: RA249482 – Sales Manager / Outside Sales

#### Why This Candidate Stands Out

With a proven background in lumber and wood products sales, this candidate has built a strong track record developing new business and expanding territories across architectural millwork, cabinetry, mouldings, decking, and specialty wood products. Their consultative sales approach, combined with modern prospecting strategies and deep industry knowledge, has consistently generated significant revenue growth and long-term customer relationships.

#### Key Highlights:

- Multi-million-dollar wood products sales experience
- Expertise in hardwood, softwood, millwork, mouldings, decking, and specialty wood products
- Strong business development and territory expansion background
- Experience selling to architectural millwork and cabinetry manufacturers
- AI-driven prospecting and CRM utilization
- Relationship-focused consultative selling
- Leadership experience managing inside sales personnel

#### Scope of Expertise:

Outside Sales, Business Development, Territory Management, Lumber Sales, Architectural Millwork, Cabinet Manufacturing, Customer Relationship Management, Wood Products Distribution, Market Expansion, Sales Strategy.

#### Tools & Systems:

Salesforce, HubSpot, Insightly, Lumber Management Systems.

#### Executive Summary:

A results-driven sales professional with extensive experience growing territories within the wood products industry. Combines strategic prospecting, strong customer relationships, and product expertise to consistently drive revenue growth across competitive woodworking markets.

## **Ideal For:**

Wood product manufacturers, lumber distributors, millwork suppliers, or cabinetry organizations seeking an experienced Sales Manager to drive territory growth and customer acquisition.

## **Candidate ID: VIP4018 – Sales Manager**

### **Why This Candidate Stands Out**

This candidate brings extensive sales and operational leadership experience across a large multi-state territory while supporting significant revenue growth within the woodworking industry. Their background combines strategic sales management with operational oversight, process improvement, and customer retention, making them a well-rounded commercial leader.

### **Key Highlights:**

- Multi-state sales territory leadership
- Strong woodworking products sales experience
- Expertise in custom doors, drawer fronts, decorative panels, and related products
- Operational leadership managing production and customer service teams
- ERP and workflow process improvement experience
- Customer retention through relationship-based selling
- Logistics and manufacturing optimization expertise

### **Scope of Expertise:**

Sales Management, Business Development, Territory Leadership, Wood Products Sales, Operations Management, Customer Retention, Manufacturing Process Improvement, ERP Implementation, Team Leadership, Strategic Account Growth.

### **Tools & Systems:**

Custom ERP Systems, Order Entry Systems, Barcode Tracking Platforms, Manufacturing Workflow Systems.

## Executive Summary:

An accomplished sales and operations leader with experience driving revenue growth while improving manufacturing efficiency and customer satisfaction. Brings a balanced combination of commercial leadership and operational management to support long-term business success.

## Ideal For:

Woodworking manufacturers, cabinet component suppliers, or millwork organizations seeking an experienced Sales Manager with both commercial and operational expertise.

## ★ Candidate ID: RA278330 – Director of Sales / Regional Sales Manager

## Why This Candidate Stands Out

With extensive leadership experience in the woodworking supply industry, this candidate has successfully managed sales organizations while driving substantial business growth across wholesale distribution channels. Their consultative sales approach, combined with strong coaching and customer development skills, has consistently expanded market share and strengthened strategic customer relationships.

## Key Highlights:

- Senior sales leadership experience
- Woodworking supply and wholesale distribution expertise
- Hardware, sheet goods, shelving, and cabinet hardware sales
- Multi-million-dollar business development success
- Team leadership across inside and outside sales
- Strategic account development and market expansion
- Strong AWI and woodworking industry knowledge

## Scope of Expertise:

Sales Leadership, Regional Sales Management, Wholesale Distribution, Business Development, Strategic Account Management, Team Leadership, Customer Growth, Market Expansion, CRM Strategy, Woodworking Industry Sales.

## Tools & Systems:

CRM Platforms, Sales Management Systems, Digital Marketing Tools.

## Executive Summary:

A high-performing sales executive with extensive experience leading woodworking distribution teams and growing strategic accounts. Combines strong leadership, consultative selling, and market expertise to deliver sustained revenue growth and long-term customer success.

## Ideal For:

Wholesale distributors, woodworking suppliers, cabinet hardware manufacturers, and architectural millwork organizations seeking a Director of Sales or Regional Sales Manager.

## ★ Candidate ID: RB98681 – Shop Supervisor / Shop Manager

## Why This Candidate Stands Out

With extensive production and operations leadership experience, this candidate has managed manufacturing workflows across garage doors, cabinetry, and wood door production for both residential and commercial projects. Their hands-on knowledge of CNC equipment, production scheduling, quality control, and process improvement has consistently enhanced operational efficiency while reducing safety incidents and product rework.

## Key Highlights:

- Production and shop leadership experience
- Garage doors, cabinets, and cabinet door manufacturing
- Strong production scheduling and workflow coordination
- Extensive knowledge of wood species and construction materials
- CNC machining and woodworking equipment expertise
- Shipping, logistics, and quality control management

## Scope of Expertise:

Shop Management, Manufacturing Operations, Production Supervision, Cabinet Manufacturing, Garage Door Production, CNC Operations, Production Planning, Workflow Coordination, Quality Control, Shipping & Logistics.

## Tools & Systems:

ADP, AS400, JD Edwards, Oracle, Finesse, Microsoft Word, Microsoft Excel.

## Executive Summary:

An experienced manufacturing leader with strong shop floor expertise in woodworking and production operations. Skilled at improving manufacturing efficiency, coordinating fabrication workflows, and leading operational improvements that enhance quality, safety, and overall production performance.

## Ideal For:

Cabinet manufacturers, door manufacturers, architectural millwork companies, or woodworking facilities seeking a Shop Manager or Production Supervisor.

## ★ Candidate ID: RB278261 – Inside Sales / Outside Sales / Territory Manager / Account Manager

## Why This Candidate Stands Out

This candidate has built a successful sales career specializing in hardwood flooring, engineered wood, laminate, vinyl flooring, and natural stone products across residential and commercial markets. Their ability to develop new business, manage large customer portfolios, and maintain strong relationships with builders, architects, designers, and contractors has consistently generated significant revenue growth.

## Key Highlights:

- Multi-million-dollar annual sales performance
- Hardwood flooring and engineered wood expertise
- Extensive territory management experience
- Strong relationships with builders, architects, and contractors
- Business development and account growth
- Full sales cycle management
- Customer retention and project coordination



## **Scope of Expertise:**

Territory Sales, Account Management, Business Development, Hardwood Flooring Sales, Commercial Sales, Residential Sales, Customer Relationship Management, Project Coordination, Sales Forecasting, Pricing Negotiation.

## **Tools & Systems:**

NetSuite, HubSpot, Microsoft Office 365, Dynamics 365.

## **Executive Summary:**

A results-oriented sales professional with extensive experience managing territories and growing customer relationships throughout the wood products industry. Combines consultative selling with strong account management skills to consistently drive revenue growth and long-term customer success.

## **Ideal For:**

Flooring manufacturers, lumber distributors, building material suppliers, or wood product companies seeking an experienced Territory Manager or Account Manager.

## ★ Candidate ID: RB278328 – Outside Sales / Territory Sales Representative / Territory Manager

### Why This Candidate Stands Out

With a proven history of developing new business across residential and commercial construction markets, this candidate has consistently generated strong annual sales while expanding customer relationships throughout multiple states. Their expertise spans building materials, lumber products, and the complete sales cycle, supported by excellent product knowledge and relationship-driven selling.

### Key Highlights:

- Consistent multi-million-dollar annual sales performance
- Expertise in lumber, windows, doors, siding, roofing, and decking
- Strong residential and commercial construction knowledge
- Extensive business development experience
- Opened numerous new customer accounts
- Complete sales cycle management
- Long-term customer relationship development

### Scope of Expertise:

Outside Sales, Territory Management, Building Materials Sales, Lumber Sales, Business Development, Account Management, Residential Construction, Commercial Construction, Customer Retention, Sales Strategy.

### Tools & Systems:

Epicor BisTrack, Microsoft Word, Excel, Outlook, Teams, ChatGPT AI.

### Executive Summary:

A high-performing outside sales professional with extensive experience selling building materials and wood products across residential and commercial markets. Known for expanding territories, developing new business opportunities, and building lasting customer relationships that drive sustainable sales growth.

## **Ideal For:**

Lumber yards, building material suppliers, millwork distributors, or construction product manufacturers seeking an experienced Outside Sales or Territory Manager.

## **★ Candidate ID: VIP000231370 – Microvellum Engineer / Project Manager**

### **Why This Candidate Stands Out**

With over 24 years of experience in architectural millwork, this candidate combines advanced Microvellum engineering expertise with extensive CNC programming and project management capabilities. Their background includes leading complex commercial and healthcare millwork projects while maintaining exceptional drafting accuracy, AWI compliance, and efficient project execution from design through installation.

### **Key Highlights:**

- 24+ years of architectural millwork experience
- Advanced Microvellum and 5-Axis CNC programming expertise
- Extensive commercial and medical casework experience
- Managed large-scale, multi-million-dollar millwork projects
- Expertise in AWI, QCP, FSC, LEED, and NASFM standards
- Near-zero error rate on high-volume production projects
- Strong project coordination from design through installation

### **Scope of Expertise:**

Microvellum Engineering, Project Management, Architectural Millwork, Medical Casework, 5-Axis CNC Programming, AutoCAD 3D, Production Engineering, AWI Standards, Commercial Millwork, Custom Cabinetry.

### **Tools & Systems:**

Microvellum, AutoCAD 3D, Bluebeam, SmartSheets, CabinetVision, AlphaCAM, EdgeCAM, Crows Nest ERP.

## Executive Summary:

A highly accomplished Microvellum Engineer and Project Manager with extensive experience delivering complex architectural millwork and medical casework projects. Combines advanced engineering expertise with strong project leadership to consistently deliver high-quality, production-ready solutions while maintaining exceptional accuracy.

## Ideal For:

Architectural millwork manufacturers seeking a Senior Microvellum Engineer, Engineering Manager, or Project Manager specializing in complex commercial and healthcare projects.

## ★ Candidate ID: EA278146 – Design Engineer

### Why This Candidate Stands Out

This candidate has successfully managed complex architectural millwork projects from concept through fabrication, overseeing multiple commercial and residential projects simultaneously. Their expertise in high-end millwork, structural stair systems, and advanced 3D modeling enables them to produce highly detailed fabrication packages while ensuring compliance with industry standards and project deadlines.

### Key Highlights:

- High-volume commercial and residential project experience
- Architectural millwork and structural stair expertise
- Advanced 3D modeling and design engineering
- Managed multiple concurrent projects
- Strong value engineering and fabrication drawing experience
- High on-time project delivery performance
- Extensive building code compliance knowledge

### Scope of Expertise:

Design Engineering, Architectural Millwork, Structural Stair Design, Commercial Millwork, Residential Millwork, Value Engineering, 3D Modeling, Fabrication Drawings, Building Code Compliance, Project Engineering.

## Tools & Systems:

SolidWorks, AutoCAD 2D, Autodesk, Blender, Bluebeam, Adobe PDF, Microsoft Office, Google Workspace.

## Executive Summary:

An experienced Design Engineer with extensive expertise in architectural millwork and complex structural projects. Brings strong design, engineering, and project coordination skills while consistently delivering accurate fabrication packages that meet industry standards and project timelines.

## Ideal For:

Architectural millwork manufacturers seeking a Design Engineer capable of managing complex commercial and residential millwork projects from concept through production.

## ★ Candidate ID: VIP000224367 – Project Manager

## Why This Candidate Stands Out

With over 25 years of experience in architectural millwork and commercial construction, this candidate has managed multi-million-dollar projects from preconstruction through installation. Their expertise includes financial oversight, subcontractor management, value engineering, and cross-functional leadership, consistently delivering profitable projects while maintaining strong relationships with contractors, architects, and production teams.

## Key Highlights:

- 25+ years of architectural millwork project management
- Managed multiple projects valued between \$1M–\$5M
- Extensive commercial millwork and casework expertise
- Strong financial management and change order experience
- Leadership of project management teams
- Deep relationships with general contractors and architects
- Expertise in AWI-certified project execution



## **Scope of Expertise:**

Project Management, Architectural Millwork, Commercial Casework, Construction Management, Value Engineering, Budget Management, Contract Administration, Subcontractor Coordination, AWI Standards, Project Financial Management.

## **Tools & Systems:**

Procore, Innergy ERP, Monday.com, AutoCAD, Microsoft Office.

## **Executive Summary:**

A senior Project Manager with extensive experience delivering large-scale architectural millwork projects from planning through installation. Combines technical expertise, financial management, and leadership skills to consistently execute complex projects while maintaining profitability and client satisfaction.

## **Ideal For:**

Architectural millwork firms, commercial casework manufacturers, and specialty woodworking contractors seeking an experienced Senior Project Manager to oversee large, high-value commercial projects.