



FOREST RESOURCE CONSULTANTS

Growing Your Future

OPEN POSITION – ACCOUNT MANAGER

Forest Resource Consultants, Inc. is seeking to fill an Account Manager position based in our Madison, Georgia office. The following information describes our requirements and job responsibilities. The only candidates considered for this role are ones with a Forestry Degree.

Position Title: Account Manager
Reports To: Vice President of Operations

Requirements:

- Bachelor's Degree or higher in Forestry.
- A minimum of ten years of experience managing timberland in the US South.
- Excellent leadership and interpersonal skills.
- Good verbal and written communication skills and an ability to capture the confidence of clients.
- Practical experience in Sustainable Forestry Initiative (SFI) practices and standards.
- Experience using statistical and financial information such as harvest schedules, inventory data, and Discounted Cash Flow (DCF) analyses to support timberland management decision making.
- Ability and interest in marketing timberland management services to prospective clients.
- Working knowledge of standard computer software packages, i.e., Word, Excel, Access.

Job Responsibilities:

- Serve as primary FRC representative responsible for various private and institutionally owned timberland properties in Madison, Georgia area.
- Develop and implement timberland management plans specific to client objectives.
- Implement silvicultural and management treatments associated with optimal stand development, asset protection, and client income objectives.
- Promote a positive image of FRC to clients, associates, contractors, and your community.
- Adhere to all standards of SFI.
- Generate various budgets, reports, and documents for clients.
- Maintain an open line of communication with clients or their representatives. Schedule periodic meetings to review client objectives.
- Conduct timber sales, including timber inventory, preparation of invitations to bid, bid negotiations, administration of contracts, and sale inspections.
- Maintain a thorough knowledge of timber and timberland values in the areas of operation.
- Manage special projects as assigned.
- Manage a team of foresters and technicians whose focus is completing the above-described tasks in a high quality and cost-effective manner.

Forest Resource Consultants, Inc. • 964 Georgia Avenue, Macon, Georgia 31201 • (877) 832-2441 • frc.us.com

Arkadelphia, AR
Lumpkin, GA
Quitman, MS

Atlanta, GA
Madison, GA
Rome, GA

Lufkin, TX
Nacogdoches, TX
Silsbee, TX

Jasper, TX
Picayune, MS
Waycross, GA

Key Competencies:

- Excellent interpersonal skills clearly demonstrating the ability to manage people, build team spirit, and create trust through all levels of the organization. Skills must include the ability to gain the confidence of clients.
- Excellent leadership and supervisory management skills gained through practical, forestry-related experience.
- Must possess good verbal and written communication skills.
- A commitment to do get jobs done in the right manner.
- Strong evidence of the ability to manage multiple projects and achieve results.
- Experience in timberland management decision making including the understanding of DCF analysis and basic appraisal processes.
- Demonstrates innovation, creativity, and balanced judgment.
- Understands cost-benefit relationships in area of responsibility.
- Ability and desire to market timberland management services to potential clients.

Technical:

- Must have thorough knowledge of state-of-the-art silvicultural prescriptions including but not limited to herbicide use, fertilization, thinning decisions, and prescribed burning.
- Must have an excellent understanding of mensuration, timberland inventory techniques, and statistics associated with forest management.
- Excellent analytical skills associated with problem identification and analysis of solutions.

Salary will be commensurate with skills and experience. Competitive benefits package includes health, life, and disability insurance, optional dental insurance, 401(k) plan, vacation, and holidays.

TO APPLY:

Please note that individuals without a degree in Forestry will not be considered for this role. Resume and professional references should be emailed to the address below no later than **September 15, 2021** for consideration.

Jeff Newsome
Jeff.Newsome@frcemail.com

Forest Resource Consultants, Inc. is one of the largest forestry consulting firms in the US South. We have an excellent reputation, a diverse client base, a highly ethical work standard, and we employ a professional high-quality staff.