

# Jake Power

**“The wood industry presents an environment that allows me to be independent and creative!”**



**Job Title:** Sales

**Company:** Power Wood Corp. ([www.powerwood.com](http://www.powerwood.com))

**Location:** Surrey, BC

**Size of the Company:** 25 employees

**Years in this Position:** 3

**Education:** Attended UBC's Wood Products Processing program and SFU's Business program; possesses an All Species Grading Ticket and "A" WRC Grading Ticket (through the Canadian Mill Services Association)

**Work Environment:** Casual work environment; 75% of the time work at the desk, and 25% of the time out in the industry

Power Wood Corp. is a manufacturing distributor of quality Western Red Cedar products based in Surrey, BC. Jake began working in the family business at age 13, cleaning out his dad's office. Once he had his foot in the door, he began to work his way up, from the lumber yard to Power Wood's sales team.

Jake's decision to apply to the UBC Wood Products Processing program was based on a high recommendation from a co-worker who graduated from the program. Jake contacted Sandy McKellar, the program's recruitment officer at that time, and the rest you can say, is history!

**Key Responsibilities:** Working on Power Wood's sales team, Jake provides sales-related services to domestic customers. Since it is a small family-run business, Jake has the opportunity to be involved in human resources-related tasks, production coordination, and the development of the facility (i.e. putting in new equipment and software).

**Skills Required:** To work in sales, you need to have excellent interpersonal skills because a large part of the job is dealing with customers and meeting their needs. Someone with good problem solving skills and excellent conflict resolution skills would do well in this position. Of course, being good at math is also a great asset. This job is ideally suited to someone who has a good work ethic, is open-minded, and is not afraid to work hard or get their hands a little dirty!

**What He Loves About the Job:** Jake loves his job for many reasons, the foremost being that the wood industry presents an environment that allows him to be independent and creative. He sets his own hours and spends his days solving problems by working together with other members of the industry he

knows he can trust. Negotiations in the lumber industry always seem to allow benefits for both parties and Jake has formed many friendships with suppliers, customers, manufacturers and even competitors.

**How You Can Get Here:** To work up to this position, you need a few years of experience and training in the wood products industry, such as working in quality control, being a yard manager, or working in the lumber yard. Once you have that experience under your belt, you can easily transition into a sales position.

**Most Relevant UBC Course:** Jake has found the lumber grading course (delivered at UBC by the Canadian Mill Services Association) and the kiln drying course offered by CAWP to have been the most relevant to his current position.

**Advice for Students:** Don't be afraid to go after the tougher jobs out there! Apply for jobs with smaller companies - chances are they will provide the best opportunities, and be the most rewarding!