

Dave Worthington

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Highly successful and motivated performer with a proven track record of growth in sales and account management. Skilled in building and coaching a team to success by providing leadership in sales, purchasing, inventory control, turns and asset productivity while developing a team spirit coupled with individual accomplishments.

Work Experience

NORTH PACIFIC GROUP, INC - Okemos, MI

June 2007 - Present

Commodity Sales Manager – Building Products Distribution

Responsible for directing all sales and purchasing of lumber, OSB and plywood for direct sales group and 5 distribution yards in MI, OH and IN. Reported directly to the VP of Commodity Sales of North Pacific, a \$1.5 billion distributor of lumber and building materials.

Key Accomplishments:

- Managed and led the sales and execution of approximately 67 trucks weekly of a contracted program through Weyerhaeuser Structuwood. This contract produced \$41 million of sales volume in 2008 and 2009.
- Responsible for managing and directing a team of 14 salespeople in our Midwest and Northeastern facilities. Conducted weekly sales meetings and goal-implementation for all personnel.
- Negotiated vendor managed inventory programs with multiple “key” vendors such as Sierra Pacific, Grant Forest Products, Neiman Enterprises, Roy O’Martin and Selex resulting in consistent and sustained growth in key product lines.
- Created and maintained long-term relationships with key vendors, strategic customers and national buying coops.
- Accomplished outstanding results in the control and management of “dead stock” in all commodity products, resulting in higher turns and ROI.

LOUISIANA PACIFIC – Schaumburg, IL

Dec 2006 – June 2007

OSB Sales Manager – Northern OSB Sales Office

Responsible for assisting in the development and implementation of regional and strategic business sales plans. Managed a six person sales team and administrative office staff to accomplish budgeted objectives.

Responsible for the management, execution and communication of Regional and Business strategic sales plans. Directed the implementation of sales plan, managed regional pricing, order files, and VMI inventory.

Cultivated and nurtured relationships with key strategic external & internal customers

WEYERHAEUSER TRADING CENTER – Hot Springs, AR

Mar 2006 – Nov 2006

Lead Trader – Southern Sales Center

Responsible for creating and maintaining sales with key strategic customers. Utilized heavily to provide a seamless transition to key accounts when veteran account managers were unable to cover their desks.

NORTH PACIFIC - formerly Schultz, Snyder & Steele - Okemos, MI

Feb 1993 – Feb 2006

Sales Manager, Forest Products Division

Responsible for all commodity purchasing and sales for our direct sales office and 4 distribution yards in MI and IN.

Hire, train, supervise and motivate an Inside Sales team and support staff. Began in 1992 as a Division commodity seller before taking over in 1997 as Commodity Products Sales Manager.

Key Accomplishments:

- Increased “commodity direct sales” from \$18 million in 1997 to \$39 million in 2004.
- Grew personal sales to an average of \$19 million per year, 1998-2005
- Designed and implemented new business plan to increase sales to the “coops”; PAL, DIB, LMC
- Implemented “lead trader” sales concept at North Pacific, providing greater focus on commodity sales.
- Inventory reduction - improved turns and working capital, improving asset productivity.
- Established a new commodity sales team at Saxonville, Concord, NH – now part of North Pacific.

WEYERHAEUSER WESTERN SALES CENTER—Federal Way, WA
Mill Sales Representative – Lead Trader, Raymond, WA mill

1986 - 1992

Dimension lumber sales from seven Weyerhaeuser mills into the Northwest and Northeast United States.

- Customer Planning and Development
- Develop and Achieve Sales Plan
- Analyze Market Needs and Trends to Assist Mill Scheduling
- Determine Market Demands in Conjunction with Mill Tradeoffs
- Prospect and Develop New Customer Opportunities
- Determine and Establish Mill Pricing that Provided Highest Return to the Mill

WEYERHAEUSER CUSTOMER SERVICE CENTER—Newton, KS
Lumber Sales Manager

1984 to 1986

Responsible for procurement of all lumber products and sales of building materials to Kansas retail market.

- Inventory Control and Profitability
- Customer Planning and Development
- Achieve and Maintain Sales Targets
- Organize and Promote Annual Dealer Trade Show
- Prospect and Develop “Value Added” Niche Markets

GEORGIA PACIFIC CORPORATION—Topeka, KS
Assistant Lumber Sales Manager

1981 to 1984

Marketing, inventory, control and sales of building materials to Kansas retail dealer markets.

- Customer Planning and Development
- Inventory Control and Profitability
- Achieve and Maintain Sales Targets