



Market Development Coordinator

Earthwise Architectural Salvage · Salvage Lumber Warehouse
Seattle, WA (SODO) · 1 year Contract · Full-time · On-site

About Earthwise

For more than three decades, Earthwise Architectural Salvage has been the Pacific Northwest's leading source for salvaged, reclaimed, and vintage building materials. At our Salvage Lumber Warehouse in Seattle's SODO district, we're milling reclaimed lumber into finished, market-ready products like tongue-and-groove flooring, shiplap, and bead board, and turning wood waste into biofuel briquettes, keeping good wood out of the landfill and in use.

The Opportunity

We're hiring a Market Development Coordinator to build the customer base for these new products. You'll start close to the work: on the floor helping make and package product, learning our lumber and our process inside and out. From there you'll get our products onto shelves across our stores, develop the customers and channels that buy them, and grow demand over time. If you love reclaimed wood, like working with your hands as much as with people, and want to help build something from the ground up, we'd love to hear from you. This is a full-time, one-year role with strong potential to extend into a long-term position based on performance and continued funding.

What You'll Do

- Learn our products from the ground up, working alongside the production team to make, mill, and package product
- Build and grow a customer base for our milled lumber and biofuel briquettes, through our stores and new channels
- Create and maintain our product catalogue
- Design and build sample boards (with our team) for our showrooms and for trade shows, design events, and lunch-and-learns
- Merchandise the new products across all Earthwise stores, and coordinate their packaging and distribution
- Create product and sales materials, and help our store teams sell the new lines

- Research the market and customer needs, help shape which new products we develop, and analyze trends to see what's working and what's not

What We're Looking For

- Willingness and genuine interest in hands-on work on the warehouse floor
- A feel for product and merchandising, and comfort doing practical market research
- Organized, self-directed, and attentive to what's working
- A collaborator who works well across production and sales teams

Nice to Have

- Knowledge of reclaimed lumber or building products (or eagerness to learn quickly)
- Retail, merchandising, or product-development experience
- An eye for design, with comfort creating catalogues, sample boards, and visual displays
- A sales instinct and interest in growing demand
- Interest in sustainable building and the circular economy

Compensation & Benefits

\$26.00 - \$28.00 per hour depending on experience and qualifications.

Benefits include health care and an employee discount.

Location

Full-time, on-site at the Salvage Lumber Warehouse, 4747 1st Ave S, Seattle, WA 98134 (SODO).

How to Apply

Apply by emailing your resume and a short note about why this role interests you to aaron@ewsalvage.com.

Earthwise is an equal-opportunity employer. We welcome applicants of all backgrounds, and we especially encourage people with hands-on trade and craft experience to apply.