Sales and Outreach Associate

Earthwise Architectural Salvage · Salvage Lumber Warehouse

Seattle, WA (SODO) · 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 beadboard, and turning wood waste into biofuel briquettes, keeping good wood out of the landfill and in use.

The Opportunity

We're hiring a Sales & Business Development Coordinator to keep our new production line busy. Our industrial molder turns reclaimed lumber into flooring, shiplap, beadboard, and other finished profiles, and your job is to find the customers who need that work done on a regular basis and turn them into long-term accounts. If you love talking with people, aren't afraid to pick up the phone, and want to help build something from the ground up, we'd love to hear from you. This is a permanent, full-time position for someone who wants to grow with the role.

What You'll Do

- Research the market and build a target list of companies and distribution partners that need the same profiles milled on a regular basis
- Make cold calls and reach out to contractors, builders, millwork shops, and designers
- Land recurring contracts for standard products that keep the moulder running
- Set up meetings, pitches, and shop tours, and connect the right decision-makers with our team
- Build relationships with the design center and other partners who can send work our way
- Help create product spec sheets, pitch sheets, and other sales materials, working with our production team on photos and dimensions
- Keep a log of outreach, leads, and results, and share regular updates on what's working
- Over time, help find buyers for our milled lumber and shelving products

- Get to know our customers and their preferences by learning our retail operations and handling customers on the Salvage Lumber Warehouse sales floor

How You'll Start

Your first few weeks are about learning: shadowing our team, getting to know what the moulder can produce, and building your target list before you start making calls. From there you'll take on more independence as you grow into the role.

What We're Looking For

- A natural communicator who enjoys picking up the phone and talking with people
- Comfortable with cold outreach and hearing "no" on the way to "yes"
- Organized and persistent with follow-up, and comfortable keeping simple records
- A clear writer who can turn product details into a simple, convincing pitch
- Curious and willing to learn the product inside and out before selling it
- Self-motivated, with the drive to build something over time

Nice to Have

- Experience in sales, business development, or account management
- Familiarity with construction, building materials, lumber, or millwork
- Existing contacts with contractors, builders, or designers
- Interest in reclaimed materials and sustainable building

Compensation & Benefits

$24 to **$26** per hour, depending on experience. Benefits include health care, PTO 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.