

# PURCHASING CAREER PROGRESSION



## Purchasing Trainee

- Learn about UFP, our vendors, and the role of a buyer.
- Assists buyers with tracing and pricing of orders.
- Estimated time is 1 year.

## Assistant Buyer

- Assists the daily operations of purchasing department and development into buyer.
- Continued work with vendors and buyers on order entry and tracing of orders. Assists with Supply Chain management.
- Estimated time is 1 year.

## Buyer

## Purchasing Analyst

- Ability to run and analyze data quickly.
- Able to develop new analytical tools to improve day to day operations.
- Explain and interpret data to lead to action items for buyers.

## National Buyer

## Senior Buyer

- Effectively sources and procures wood and related products for UFP facilities, and forecasts market trends.
- Responsible for developing relationships with vendors and UFP plants.
- Site visits to UFP plants and vendor facilities.

## Purchasing Manager

- Responsible for developing strong relationships with UFP's key vendors and developing new programs and enhancing existing programs.
- This position buys for all segments and is focused on leveraging our spend between high grade and low-grade transactions.
- Minimum 10 years UFP/Industry experience.
- Responsible for running the department when the purchasing manager is out.
- Mentors and helps purchasing trainees/new buyers and facilitates purchasing training for the field. Serves as direct reports for trainees.
- This role is a stepping stone to become a manager.
- Minimum 10 years UFP/Industry experience.

- Oversees all lumber and related products procured for their segment.
- Responsible for developing and directing the purchasing strategy for their respective segment. Works closely with segment and BU leads to understand growth initiatives and works to support these goals utilizing strategic vendors/ partners.
- Responsible for establishing the buying strategy of products assigned to their segment.
- Gains and further develops an understanding of the manufacturing capabilities, customers, products, sales programs, competitors, and service needs of UFP plants.
- Manages a highly motivated staff, and is responsible for their continued growth, development, and improvement.

## VP/Director of Segment

- Oversees all lumber, panels, EWP, and MRO procurement and ensures "best in class" service to the field.
- Determines the strategic initiatives to expand raw material footprint to support the corporation's continued growth.
- Responsible for driving new data analytics and technology to drive purchasing costs and inventory levels down and improve productivity.

## VP of Purchasing

