**Position Title:** Value Add Specialist  
**Company:** Molpus Timberlands Management, LLC  
**Industry:** Real Estate/Emerging Income  
**Job Function:** Broker/Salesperson  
**Job Type:** Salary Exempt  
**Job Duration:** Indefinite  
**Min Education:** BS/Undergraduate  
**Min Experience:** 10 years  
**Location:** Houghton, Michigan or International Falls, Minnesota  
**Required Travel:** 25-30%  
**Contact:** Mark Power  
858 North Street  
Jackson, MS  
mpower@molpus.com

**POSITION SUMMARY:**

Under the direct supervision of Value Add Coordinator and/or Managing Director, a Value Add Specialist manages any and all functions relative to Value Add or Higher and Better Use activities on properties owned by clients of Molpus Timberlands Management, LLC. Functions may include evaluating, budgeting, scheduling, marketing, negotiating and monitoring all land sales on client properties. Land sale activities may include marketing by signage, internet and direct contact with customers. The Value Add Specialist will also be responsible for marketing and administering leases as well as creating new business that brings value to properties such as biomass, wind development, carbon projects, mineral exploration, easement and R-O-W sales, wetland mitigation and conservation easements. Molpus manages all activities on properties to comply with each state’s Best Management Practices and follow SFI® guidelines.

**ESSENTIAL FUNCTIONS:**

- Assists in preparation of monthly, quarterly, annual, and 5-year plans and budgets for the Value Add function within the Lake States region.

- Serves as the primary contact person for Value Add projects performed either in-house or through contractual arrangements on Molpus Timberlands Management, LLC client properties within the Lake States region.
• Implements strategies to ensure overall Value Add project goals are met on Molpus Timberlands Management, LLC client properties within the Lake States region.

• Provides support, recommendation, and implementation of appropriate action on land-use issues that include emerging income streams such as biomass, wind development, carbon projects, mineral exploration, easement and R-O-W sales, wetland mitigation and conservation easements on Molpus Timberlands Management, LLC client properties within the Lake States region.

EDUCATION, EXPERIENCE AND SKILLS REQUIRED:

• Bachelor of Science Degree in Forest Management, Real Estate Finance or Business Management and/or ten years’ experience in Real Estate Sales with a broker or salesperson’s license. Background in natural resources is preferred.

• Strong verbal, organizational and interpersonal skills.

• Proficiency with common business computer software that may include spreadsheet and word-processing software.

• Must be a dependable team player with strong ethics.

• Must be trained and experienced in typical workplace safety programs and be committed to positively addressing unsafe behaviors and situations encountered in the work place.

• Must hold a valid driver’s license.

Molpus Timberlands Management, LLC is an equal opportunity employer.