BUILDING YOUR FUTURE NOT YOUR DEBT



Who is UFP Business School?

Established in 2016, UFP Business School is an **innovative approach** to traditional higher education, with a two year commitment.

All accepted students **receive a full- scholarship** covering the costs of courses, learning materials, and a UFP Business School laptop.

Our **instructors** are **UFP employees** who are giving you the knowledge and the real-world application. They deliver the know-how and expertise in our classes, and students thrive in an environment that seamlessly transforms classroom learning into practical skills for their future careers.



Our program combines classroom courses in business areas such as marketing, finance, and entrepreneurship with a **paid internship or job** at UFP Industries, a fast-growing, \$8 billion Fortune 500 international company.

UFP Business School is not accredited due to being hosted and **designed by UFP Industries** (UFPI.com). Therefore, we don't have to rely on federal or state funds to operate our school.

Why choose UFP Business School?

UFP Business School offers a unique scholarship program where every student takes a rigorous curriculum that blends classroom learning with **paid**, **real-world experience**, so that our students gain everything they need to propel their careers forward.

With us, you invest in **30 business courses over two years**, earning a degree equivalent to a Bachelor of Business Administration. Alongside, you get a taste of various business areas like sales and production, helping you carve a career path that truly resonates with your goals.

Class size is kept small, so you will never have more than **25 students in a class**. This allows for our students to connect with their peers, share ideas and experience individualized instruction with our faculty.

You'll graduate with the knowledge, skills, and hands-on experience that will prime you for a thriving career with growth potential. At UFP Industries, we believe in developing talent, promoting from within, and setting you up for success.

You get to work for **UFP Industries with over 200 affiliated operations**, which supply thousands of products to three markets: retail, construction, and packaging. Our businesses are operated and managed by over 15,000 experienced and dedicated people around the globe.



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Where is the Campus?

Classes are administered in person at UFP Industry's corporate offices in Grand Rapids and live virtually via Teams for students in the field at any of our plant locations.

Internships/part and full-time positions are at the Grand Rapids office and around the country at any of our plant locations in the US.

How do I Apply?

Submit:

- online application
- transcript/GED
- letter of recommendation

Admission is based on an individualized selection process which includes interviews and assessments. **ufpbusinessschool.com/apply/**



TODAY bit.ly/ufpquickfacts



vs. COLLEGE



YEARS



AVERAGE DEBT WITHOUT INTEREST ON LOANS

\$37,000

W UNDEREMPLOYED

"WORKING IN A JOB THAT DOESN'T REQUIRE A COLLEGE DEGREE"

10 YEARS UNDEREMPLOYED

45%





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UFP Business School

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Sources:



FALL YEAR 1

Foundations of Business Communication creates the blueprint for effective interpersonal communication in the workplace. This course introduces essential communication skills to deliver presentations in a variety of professional situations, converse and collaborate effectively, and build strong professional and interpersonal relationships. You will develop a business communication toolbox for a variety of real-world scenarios and grow your ability to communicate with confidence and authority, actively engage the target audience, and reduce "noise" in personal and professional communication.

Intro to Business Systems maps out the "what, why, and how" of a business system: what it is, what makes it up, why it exists, and how we use it effectively. This course covers the individual pieces and overall functions of business systems within a company, from how to use basic Microsoft Office applications to how to solve and avoid complex problems. You will learn how to use a business system and its programs to work smarter, solve faster, and innovate better.

Business Math builds the fundamental math skills required to complete the degree program. This course refreshes and reinforces the basic calculations and math concepts you need to succeed but may have forgotten. You will master the basic math skills needed for accounting, statistics, finance, and marketing areas of the program and learn to choose the best approach to solve problems and make informed decisions.

Business Writing lays the "what, why, and how" foundations for effective writing in the workplace: what is business writing, why does it matter, and how do you do it well. This course helps you master concepts in grammar, usage, and mechanics and analyze how they affect your writing. You will develop your ability to write and edit accurate, persuasive, and engaging messages for any business purpose with tools and tricks to maximize the structure, word choice, clarity, and impact of your written work.

Personal Finance targets financial planning and economic decision making at the personal level, exploring personal financial decisions from early career through retirement. This course introduces new ways of thinking about personal financial decisions in a market economy and frameworks to maximize how you manage your personal assets. You will analyze and refine your own financial behaviors, learn survive and thrive alongside economic changes, and develop a comprehensive personal finance management plan.



WINTER YEAR 1

Financial Accounting Part One outlines the essential function of a financial accounting department to measure the business activities of a company and to communicate those measurements to decision makers. This course takes you on an experiential journey into the complex world of financial accounting, the "language of business." A comprehensive study of company financial statements and each component will give key insights into concepts such as revenue, expenses, assets, liabilities, equity, cash flow, receivables, and inventory. Students will complete a real-world application project called "Great Adventures" which cohesively relates each area of study in the course to one company and its financial performance.

Operations Management introduces the building blocks of business operations and how to maximize Return on Investment (ROI) management. This course maps out the moving parts of plant operations, the relationships and processes that power them, and the tools and tricks earn the biggest return. You will analyze key components, processes, and management methods to maintain effective and profitable operations management.

Microeconomics studies how individuals and business make choices about how to best use limited resources. This course introduces you to the fundamentals of microeconomics and then stages real-world practice across economic and financial transactions. You will pick apart each phase of the economic lifecycle to see the connections among concepts like markets, consumer behaviors, and changing cost structures, to current social issues like the environment, education, and poverty.

Project Management constructs a framework to define, plan, complete, and close out work projects and introduces tools and best practices for effective business project management. This course intersects business goals, resource management, and time/task management to efficiently and successfully complete and close out a project lifecycle. You will experience the full project management lifecycle and all its components to establish a best-practices project management framework.

Customer Service nails down the psychology, communication skills, and strategies that create exceptional customer service in today's business environment. This course highlights the factors that make up a customer relationship management framework. You will learn to interact effectively in different customer relationships, set smart goals for a customer service strategy, and improve customer service efforts.



SUMMER YEAR 1

Financial Accounting Part Two will build upon the foundational knowledge gained in part one to delve deeper into the principles and practices of financial accounting. Students will continue to measure business activities and use the accounting cycle to communicate transactional impact on the company financial package. Continuing a comprehensive study of each component of company financial statements will give key insights into concepts such as long-term assets and depreciation, current and long term liabilities and stockholders' equity. Students will embark on a semi-independent simulation of an example start-up business, making key business decisions and tracing the impact of those decisions on the company's financial package.

Organizational Behavior studies human behavior in groups and organizational settings and offers strategies to improve performance and effectiveness. This course differentiates among individual, group, and organizational levels and illustrates the how each can influence behavior, performance, and decision making. You will use psychology, communication, and leadership philosophies to inspire, influence, and improve human behavior for a high-performance workplace.

Organizational Leadership intersects organizational management with business leadership to highlight the impacts of leadership on organizational performance and productivity. This course maps out the elements of effective business leadership, outlines the functions and factors that affect it, and creates a complex model for management success. You will create a personal leadership matrix of attitudes, behaviors, and best practices to influence others, form stronger relationships, build better teams, drive better performance, and increase your overall organizational impact.

Macroeconomics builds upon the concepts introduced in Microeconomics and studies similar relationships on a larger scale. This course analyzes factors that influence market behavior, economic growth, and business cycles and how to respond to them effectively. You will explore the connections that social factors, GDP, banking, and the Fed have to new business development and produce a strategic, large-scale economic plan.

Business Law explores the legal principles affecting a company's operations and how to navigate the legal landscape confidently and competently. This course highlights the legal principles that influence business strategy, operations, and strategic planning. You will learn to write about, act on, and take advantage of business law principles like contracts, warranties and product liabilities, employment law, intellectual property, and more.



FALL YEAR 2

Managerial Finance intersects key pieces of corporate finance and business management to create a strategic plan that maximizes profit and performance. This course will map out relationships among functions like cash management, financial planning, and capital allocation to illuminate the critical components of a well-developed managerial finance strategic plan. You will appraise and assess the impacts and implications of a financial statement and its components to master the art and science of managing finances at the business level.

New Product Development lays the foundations of consumer-centered product development and establishes the role of market research in new product ideation, validation, and design planning. This course equips you to leverage market research and consumer insights to shape product design and development across the early stages of the new product lifecycle. You will develop the skills to conduct market research, translate consumer insights into product design features, and create product portfolio growth opportunities.

Career Evolution prepares students to seize new opportunities and advance their careers. This course demonstrates how to showcase your experience in engaging and adaptable ways, interview effectively for career growth, build out your professional network, and continuously evolve your professional skillset and career trajectory. You will learn to polish your professional self, represent yourself effectively and impressively, keep up on industry knowledge and trends, and grow a meaningful professional network to keep your career moving forward.

Risk Management addresses the risks businesses face and explores methods to identify, mitigate, and manage those risks. This course teaches how to create and use an effective risk management plan to make strategic and profitable decisions. You will calculate and manage risks across all phases, from identification to corrective action, and build a framework make strategic decisions at the intersections of risk management, business management, and profitability.

Purchasing develops a framework to link the essential components of purchasing and optimize each phase of the lifecycle. This course defines each phase of the purchasing lifecycle from raw materials to finished goods and highlights important considerations, best practices, and avoidable mistakes. You will build a roadmap to move through each stage of purchasing while refining strategies to have the best materials, smoothest operation, and strongest relationships.



WINTER YEAR 2

Managerial Accounting focuses on the role of cost accounting in making important business decisions. This course brings financial accounting to the managerial level and identifies the processes, metrics, and systems used to make strategic business decisions. You will learn to use cost accounting to build cost structures for products, analyze cost behavior patterns and profit ratios, and make informed accounting decisions.

New Product Launch builds on the foundations of Marketing and E-commerce and the product design work from New Product Development course, expanding into new product prototyping, testing and verification, pre-launch planning, and brand strategy. This course gives best practices for the late stages of the new product lifecycle, go-to-market strategic planning, and brand strategy. You will learn how to develop a product that meets consumer needs, fits the target market, and aligns with brand strategy.

Organizational Management lays the foundation to effectively manage both the technical and human sides of a business. This course highlights best practices in organizational management across diverse organizational structures, operations, and scenarios. You will analyze relationships among the people, processes, problems in an organization and make strategic decisions to solve problems, resolve conflicts, and influence change at the management level.

Professional Selling is an advanced strategy course focused on trust-based selling. This course breaks down the sales lifecycle into distinct processes and segments and identifies best practices and common pitfalls for building valuable buyer-seller relationships for each stage. You will assemble a sales strategies toolbox that equips you to better collaborate, communicate, negotiate, and build trust in sales relationships.

Professional Writing and Communication expands upon Business Writing and Business Communication to build more effective and persuasive message strategy, development, and delivery skills. This course incudes advanced communication skills and strategies for personal brand, professional growth, effective business relationships, and persuasive messaging and how to use them in real-time interactions. You will build up your ability to communicate with strategic, adaptive, and persuasive messages in a variety of business situations.



SUMMER YEAR 2

Entrepreneurship is <u>the</u> capstone class for the business degree; it bridges all your coursework into a comprehensive business development model and new product development sequence. This course immerses you in the process of starting a new business from ideation through market launch. You experience first-hand the life of an entrepreneur as you identify, assess, and develop a new product business plan to present in a competitive venture capital arena.

Digital Marketing and E-Commerce introduces the essential components of integrated marketing and e-commerce strategy. This course blends components of persuasion, customer service, sales and advertising, communication, and business planning to create a customercentered, integrated marketing strategy. You will learn tools, tricks, and best practices to promote products, build customer relationships, drive traffic to your products, and increase product sales across channels.

Business Ethics presents practical, decision-making frameworks to effectively respond to and resolve ethical dilemmas in the workplace. This course builds a framework for the critical components, stakeholders, processes, considerations, and impacts of ethical decision making. You will interpret real-world ethical dilemmas, analyze decision models, evaluate the implications of ethics decisions, and resolve ethical dilemmas in the workplace to become a champion of ethical decision making.

Employment Law & Employee Relations offers a window into the "people management" side of Human Resources. This class makes a timeline for the evolution of U.S. employment laws and shows the importance of open communication between management and employees to maintaining effective employee relations, work environments, and corporate cultures. You will explore real-world scenarios surrounding major employment and labor laws, workplace rules and decision making, and employee communication strategies.

Advanced Operations Management exposes the obstacles and opportunities of operations and supply chain management when business operations change in scale, integrate new components, and expand across national borders. This course introduces advanced strategies to manage growing, multinational supply chains across areas including pipeline, procurement and purchasing, strategic and tactical planning, and more. You will develop strategies to interpret, adapt to, and overcome challenges in managing the people, processes, pipelines, and partnerships of operations and supply chain management at a growing business.



DESIGNER

CAREERPROGRESSION

POSITION	RESPONSIBLITIES
Professional Engineer	 Responsible for the general oversight of final design specifications of engineered products manufactured by the company in accordance with acceptable engineering principles, applicable industry standards, and the utmost level of judgment Utilized within the design department to provide subject matter expert support to design, sales, and operations Regularly collaborate with other industry experts, building officials, architects, structural engineers, customers, and others, under the direction of design management
Senior Design Specialist	 Responsible for assisting regional design management in a variety of areas to improve the general performance and effectiveness of the department Take on design projects, assist in standardization efforts, provide training and development support to designers or other members of the department, assistwith supervisory duties for contracted design support, and other tasks as assigned
Designer III	 Responsible for the accurate and timely completion of bids, quotes, and production-ready designs for roof and floor trusses, wall panels, and/or EWP for single family construction Provide support and mentorship to other designers Participate in special projects and assist design management, and are typically assigned to focus on either single family or multifamily design work
Designer II	 Responsible for the accurate and timely completion of bids, quotes, and production-ready designs for roof and floor trusses, wall panels, and/or EWP for single family construction Works independently with other UFP departments, including sales and operations, to effectively meet and exceed customer expectations Five minimum years of service
Designer I	 Responsible for the accurate and timely completion of bids, quotes, and production-ready designs for roof and floor trusses, wall panels, and/or EWP for single family construction Works independently with other UFP departments, including sales and operations, to effectively meet and exceed customer expectations Three minimum years of service
Estimator II	 Responsible for the accurate and timely completion of bids and quotes for roof and floor trusses, wall panels, and/or EWP for single family construction Works independently with other UFP departments, including sales and operations, to effectively meet and exceed customer expectations Five minimum years of service
Estimator I	 Responsible for the accurate and timely completion of bids and quotes for roof and floor trusses, wall panels, and/or EWP for single family construction Works independently with other UFP departments, including sales and operations, to effectively meet and exceed customer expectations Three minimum years of service
Design Trainee	 Develops a comprehensive knowledge of Site Built products, general component design, engineering principles, and UFP processes Responsible for completing quotes and production designs as directed by management One minimum year of service





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OPERATIONS TRANSPORTATION

CAREERPROGRESSION

POSITION	RESPONSIBLITIES
Director of Transportation Operations	 Leads operations team responsible for coordinating and scheduling all transportation activity across the company Sets strategic long-term operational initiatives to include streamlined processes, increased system utilization, and overall efficiencies Translates operational needs and carrier relationship management to our TMS to optimize efficiency and service Develops and maintains strong working relationships with key external vendor partners and internal business leaders
Transportation Operations Manager	 Leads regional team responsible for coordinating and scheduling all transportation activity in a designated geographical region Manages & oversees resolution of operational issues with carrier and plants, developing innovative approaches for continuous improvement Responsible for coordination of transportation and plant shipping teams to educate and provide support on transportation systems Collaborates with management and load planning teams to negotiate rates and contracts for transportation services
Hub Manager	 Leads a team responsible for coordinating and scheduling all transportation activity in a designated hub region Manage and monitor internal processes to ensure transportation is flowing smoothly and effectively in line with business metrics Successfully leads and/or drives change and implementation of new processes Responsible for building strong working relationships with hub carriers, purchasing, operations, and sales
Private Fleet Planner	 Leads operations team responsible for coordinating and scheduling all transportation activity across the company Sets strategic long-term operational initiatives to include streamlined processes, increased system utilization, and overall efficiencies Translates operational needs and carrier relationship management to our TMS to optimize efficiency and service Develops and maintains strong working relationships with key external vendor partners and internal business leaders
Load Planner	 Responsible for assigned plant inbound & outbound transportation needs with ability to cover all other plants w/in the hub as needed Allocating, tendering, and scheduling of loads Maintains communication within the transportation team, operations, purchasing, sales, and carriers Utilizes Transportation Management Systems to automate and optimize the flow of freight, managing exceptions
Transporation Coordinator	 Develop an understanding of the assigned duties and carrier base Responsible for required data entry and research associated with transportation activities Responsible for assigned plant inbound and outbound transportation needs Maintains communication within the transportation team, operations, purchasing, sales, and carriers





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PRODUCTION MANAGEMENT

CAREERPROGRESSION

POSITION	RESPONSIBLITIES
Operations Vice President	 Plans and directs production and activities for increased margins and sales Assists plant management and expands manufacturing capacity Sets performance standards and coordinates planning activities Identifies growth opportunities, manages budgets, and interacts with customers Ensures compliance and develops operating policies
Regional Director of Operations	 Manages multiple Company locations' performance, purchasing, and inventory management Directs production, support services, and administrative functions Evaluates performance, manages assets, and sets production objectives Optimizes operations, approves payments, and ensures compliance
Director of Operations	 Manages Company location's performance, purchasing, and inventory management Oversees production, support services, and administrative functions Evaluates performance, manages assets, and sets production objectives Optimizes operations, approves payments, and ensures compliance
Operations Manager	 Manages Company location's performance and profitability Oversees production, support services, and administrative functions Evaluates performance, manages assets, and sets production objectives Optimizes operations, approves payments, and ensures compliance
Plant Manager	 Manages and coordinates plant's manufacturing operations Safeguards assets, develops the management team, and sets production schedules Ensures quality standards, proper staffing, and efficient resource utilization Manages expenses, analyzes operations, and oversees maintenance
Production Manager	 Manages and coordinates plant's manufacturing operations Develops production schedules, formulates business plans, and manages assets Supervises activities, evaluates performance, and establishes efficiency standards Monitors expenses, analyzes operations, and manages inventory
Assistant Production Manager	 Supervises and coordinates a specific operating department Develops production schedule and motivates employees for maximum productivity Ensures operations meet efficiency and quality standards Identifies and resolves problems, evaluates performance, and manages inventory
Production Management Trainee	 Develops comprehensive knowledge of plant operations and manufacturing processes through rotational training Covers company products and procedures, lumber grades and math, production scheduling, budgeting, efficiency standards, and HR policies





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UFP Business School 2801 E Beltline AVE NE Grand Rapids, MI 49525

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PURCHASING

CAREERPROGRESSION

POSITION	RESPONSIBLITIES
VP of Purchasing	 Oversees all lumber, panels, EWP, and MRO procurement and ensuers "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/Director of Segment	 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
Purchasing Manager	 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
National Buyer	 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
Senior Buyer	 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
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 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
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
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.





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SAFETY

CAREER PROGRESSION

POSITION	RESPONSIBLITIES
Safety Manager	 Responsible for the coordination, facilitation, and supervision of one or more facility's safety programs and initiatives Exercises discretion and judgment on work priority on a regular basis High degree of creativity is expected Minimum seven years of experience in safety or woodworking operations
Safety Specialist	 Responsible for the coordination, facilitation, and supervision of the facility's safety programs and initiatives Exercises discretion and judgment on work priority on a regular basis High degree of creativity is expected Minimum four to seven years of experience in safety or woodworking operations
Safety Coordinator II	 Responsible for the coordination, facilitation, and supervision of the facility's safety programs and initiatives Relies on previous experience and judgment to plan and accomplish goals Follows pre-established guidelines and common practices to perform job Minimum two to four years of experience in safety or woodworking operations
Safety Coordinator I	 Responsible for the coordination, facilitation, and supervision of the facility's safety programs and initiatives Relies on limited experience and judgment to plan and accomplish goals Follows pre-established guidelines and common practices to perform job Minimum zero to two years of experience in safety or woodworking operations





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SALES

CAREER PROGRESSION

POSITION	RESPONSIBLITIES
Executive Account Manager	 Mentoring with sales trainees, account managers and senior account managers. Develops new customers through cold calling and other sales development activities Solicits orders from established and new customers Maintains information and records regarding customer purchases, inventories, marketing trends and preferences Develops purchase orders and various sales contracts Resolves customer problems or facilitates resolutions with other departments
Senior Account Manager	 Develops new customers through cold calling and other sales development activities Solicits orders from established and new customers Maintains information and records regarding customer purchases, inventories, marketing trends and preferences Develops purchase orders and various sales contracts Resolves customer problems or facilitates resolutions with other departments Mentors sales trainees and account managers
Account Manager	 Services and maintains positive relationships with current customer base Identify customer needs and solve problems Understand and perform cost savings analysis for customers Generates new sales by promoting product line to new and existing customers
In-Store Sales Representative	 Assists customers with stocking, organizing P.O.P. materials, and supporting product sales Regularly visits stores in accordance with proposal schedule and resolves store management concerns and problems Conducts price comparisons and communicates information as required
Inside Sales Coordinator/ Sales Trainee	 Develops a comprehensive knowledge of UFP's products and procedures through on-the-job training activities Assists in sales, customer service and production activities as assigned Maintains frequent communication with customer base and account managers Coordinates with production and shipping teams as required to meet customer expectations Assists with managing inventory levels at on-site and off-site locations based on customer needs





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DESIGNER

CAREER PROGRESSION

POSITION	RESPONSIBLITIES
Professional Engineer	 Responsible for the general oversight of final design specifications of engineered products manufactured by the company in accordance with acceptable engineering principles, applicable industry standards, and the utmost level of judgment Utilized within the design department to provide subject matter expert support to design, sales, and operations Regularly collaborate with other industry experts, building officials, architects, structural engineers, customers, and others, under the direction of design management
Senior Design Specialist	 Responsible for assisting regional design management in a variety of areas to improve the general performance and effectiveness of the department Take on design projects, assist in standardization efforts, provide training and development support to designers or other members of the department, assistwith supervisory duties for contracted design support, and other tasks as assigned
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Estimator I	 Responsible for the accurate and timely completion of bids and quotes for roof and floor trusses, wall panels, and/or EWP for single family construction Works independently with other UFP departments, including sales and operations, to effectively meet and exceed customer expectations Three minimum years of service
Design Trainee	 Develops a comprehensive knowledge of Site Built products, general component design, engineering principles, and UFP processes Responsible for completing quotes and production designs as directed by management One minimum year of service





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