Jeff Bickel

Location: Bridgeport, CT
Position: Northeast Building Supply • Sales Director

HOW DID YOU BEGIN YOUR CAREER IN THE LBM INDUSTRY?

Throughout college I worked for the lumberyard in the summers. After college I came on full time working in sales.

WHAT ARE SOME OF THE RESPONSIBILITIES OF YOUR POSITION?

As sales director, my main responsibility is to coach and drive the sales team for Northeast Building Supply. I lead by example and work directly with the other department heads for maximum efficiency for a premium customer experience.

WHAT ARE SOME OF THE BIGGEST CHALLENGES YOU FACE IN YOUR CAREER?

The constant changing market is both an incredibly exciting opportunity but one of the biggest challenges in my career. The lumber and building materials market changes with increasing efficient technology and market trends. It is imperative for us to stay ahead of the curve and bring the new options to our customers for them to continue to grow their business.

WHAT HAVE YOU LEARNED SINCE WORKING IN THE INDUSTRY?

Northeast Building Supply has given me the opportunity to work in all aspects of the business from operations, estimating, sales, and management. The breadth of knowledge I have gained about the industry as a whole has given me an amazing advantage in my current role. I am very grateful for the opportunities I have been given.

WHAT ADVICE WOULD YOU GIVE TO ANYONE NEW TO THE INDUSTRY?

Never stop learning. You need to continue to expand your industry knowledge to set yourself apart from your competition.

WHAT ARE YOUR PASSIONS OUTSIDE OF THE OFFICE?

Coaching middle-school-aged basketball; coaching the Ray Greenberg basketball league for special-needs athletes; and traveling with my wife and our growing family. LC