

# **Benjamin T. Ralston**

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## **Objective:**

To gain a full-time position in a challenging, yet fulfilling environment where my marketing and management skills along with my wood products industry knowledge will increase the prosperity and the longevity of your company.

## **Education:**

### **Virginia Polytechnic Institute and State University** - Blacksburg Virginia

B.S.-Wood Science and Forest Products - May 2007

**Option:** Forest Products Marketing Management

**Specialization:** Marketing Management

**GPA:** 3.44/4.0 in-major

**Classes:** Wood Operations Management, Forest Product Marketing Management, Lumber Manufacturing and Drying, Secondary Manufacturing, Wood Mechanics, Wood Chemistry, Wood Adhesion, Forest Product Business Management, Computer in Forest Products, Wood Performance in Construction, Management Leadership and Theory, Marketing Skills, Technical Writing. Buyer-Seller Relationships, Marketing Management, Supply Chain Management, Business Information Systems.

### **Virginia Polytechnic Institute and State University** - Blacksburg Virginia

M.S.-Wood Science and Forest Products- May 2009

**Masters Work:** Marketing Research for distribution in the Hardwood Lumber Industry

**Classes:** Marketing Research, Statistics in Research, Fundamentals of Wood Science.

### **Weinig America Training Services and Weinig Technical School**- Mooresville, North Carolina

**Degree:** Certified in moulder operation- July 2005

## **Related Work Experience:**

### **Akzo Nobel**-- Roanoke, Virginia---Summer 2007

- Worked in the Research and Development Lab
- Worked directly with wood coatings division
- Extensive work with water-borne UV wood coatings
- Worked with chemist to solve technical problems received from sales department
- Developed an unique coating for Mills Pride with successful trial at Cefla Finishing
- Worked with suppliers to convey needs of the research and development lab
- Gained color matching skills of stains and glaze finishes using various pigments

### **American Woodmark Corp.**-- Toccoa, Georgia---Summer 2006

- Operation of various Flat stock manufacturing equipment
- Worked directly with Quality Manager on Wood related quality defects
- Used excel extensively to create a Calibration Program
- Worked to reduce Non-Conforming parts
- Worked with the management team on various 5S and Lean Manufacturing Projects

### **Atlanta Hardwood Corp.**-- Cleveland, Georgia---Summer 2005

- Operation of Milling Equipment, Forklifts and other wood industry machines
- Trained on using various management tools
- Extensive work with Management on 5S, Visual Controls, and Lean Manufacturing
- Prepared plan for Lean Manufacturing at the White Co. Moulding Plant
- Management of small crew of workers as well as Management duties in Facility
- Hardwood lumber drying and grading experience
- Attended Wood Components Manufacturing Association Meeting

## **Other Work Experience:**

### **Ralston's Lawn Service** --McDowell, Virginia---Spring 1998-Fall 2003

- Mowing 10-15 yards per season and along with landscaping and gardening.
- Self-owned and operated
- Managed one employee

### **Spruce Hill Excavating Inc.**-- McDowell, Virginia---Summer 2000-Fall 2003

- Manual Labor of various types---Digging ditches, picking up supplies, placing piping for ponds, septic systems, building fences, snow removal, and all other tasks asked to perform.

## **Activities:**

2004-Present Virginia Tech College of Natural Resources Dean's Ambassador Team

2004-Present Virginia Tech Forest Products Club—Treasurer-'05 and President-06'

2003-Present Virginia Tech Forestry Club

2003-Present Member of National Wild Turkey Federation Committee