



SAM COOK

Executive Director of Forest Assets
North Carolina State University-
College of Natural Resources
Vice President of Natural Resources
Foundation

SCHOOL

Forestry
Tuskegee University
BS Forest Management
North Carolina State University

FAVORITE PART OF THE JOB

"I enjoy working with people and building relationships through outreach."

WHY FORESTRY?

"I was a boy scout, participated in Future Farmers of America, and played outdoors. However, it was my sister that introduced me to forestry. She had participated in a program at Tuskegee University and knew that forestry was the right fit for me. Once I graduated from high school I entered the same program at Tuskegee."

ADVICE

"Find a mentor throughout your career. Be open minded and coachable."



EXECUTIVE DIRECTOR

EXECUTIVE DIRECTORS ARE RESPONSIBLE FOR OVERSEEING ADMINISTRATION, PROGRAMS, AND STRATEGIC PLANS OF ORGANIZATIONS. OTHER DUTIES INCLUDE DEVELOPING ORGANIZATIONAL CULTURE, OPTIMIZING FINANCIAL OPTIONS, MARKETING, AND COMMUNITY OUTREACH.

RESPONSIBILITIES

- Monetize the forest to ensure that students, faculty, and staff can use the resources for education and research
- Serve as the liaison between the Endowment Fund of NC State Univ., and the NC State Natural Resources Foundation, Inc.
- Manage approximately 100,000 acres of Endowment Fund of NC, the Natural Resources Foundation, Inc. and State of NC- owned lands located at 10 properties throughout North Carolina
- Mentor and coach students and young professionals
- Work with industry-level stakeholders, government agencies, landowners, the university, and neighbors

EDUCATION AND EXPERIENCE

- Level of education needed will be dependent on organization
- Experience needed will vary based on position

AVERAGE SALARY

- National average \$107,000 (reported by Glassdoor.com) Variation in data, dependent on experience/organization

SKILLS NEEDED

- Strong business and financial background
- Independent worker with strong time management
- Ability to lead and be led



photos by NCFA and S. Corica