



POSITION ANNOUNCEMENT

Field Services Division

Engineered Wood Promotion Specialist

Midwest Region**

APA is seeking an Engineered Wood Promotion Specialist for the Midwest Region of the U.S. to develop and maintain relationships with specifiers, code officials, and engineering and architectural construction professionals to educate and promote the use of wood systems and engineered wood products, particularly the transfer of new technology, energy efficient construction, and design systems to the local construction community.

Responsibilities:

Working out of their home office, the Specialist travels throughout their assigned region calling on engineers, builders, code officials, architects, and distributors to identify and cultivate key contacts in markets; conduct educational meetings, seminars, and/or webinars; actively participate in trade shows and promotional programs; and to develop constructive relationships with major building inspection and code agencies.

**The Midwest Region Engineered Wood Promotion Specialist would ideally be located along the I-90, I-94, and I-65 corridors between Chicago, Fort Wayne, and Indianapolis. The Midwest Region Engineered Wood Specialist dedicates a significant portion of their time to these markets with occasional travel to the Columbus and Milwaukee markets. The territory spans across multiple states encompassing Michigan, Wisconsin, Illinois, Indiana, Kentucky, and Ohio. This geographical scope reflects the Specialist's role in promoting engineered wood products and fostering valuable connections throughout the Midwest region. The ideal candidate will live within these corridors or be willing to relocate.

Qualifications:

Education

This position requires a bachelor's degree (B.S) in engineering (structural related preferred), architecture, construction management, or in a closely related field or relevant experience in the construction industry.

Requirements

- Thorough knowledge of wood frame construction and building science.
- Skill in identifying key professional contacts, as well as establishing and maintaining professional relationships.
- Superior presentation skills, including making high impact presentations to key decision-makers, conducting and/or coordinating educational seminars, and professional representation of APA through active participation at trade shows.
- Strong analytical ability to identify market opportunities to attain APA mission objectives.

- Excellent interpersonal, organizational, written, and verbal communication skills.
- The ability to conduct virtual outreach using online meeting tools, email, and phone communication.
- Proven ability to take initiative, to set and meet goals, and to work independently.
- Proficiency in writing reports and business correspondence.
- A valid driver's license, a safe driving record, and the willingness to drive to markets other than your home area which may require overnight stay.

The Company:

APA is a non-profit trade association whose members manufacture the majority of the structural wood panel products manufactured in North America, plus a host of engineered wood products that include plywood, oriented strand board, glued laminated timber (glulam), cross-laminated timber (CLT), wood I-joists, structural composite lumber, and mass timber.

Compensation and Benefits:

The salary range for this position is \$80,000 to \$110,000 annually. The starting rate is dependent upon experience. Benefits include:

- Paid vacation with a minimum of 3 weeks per year.
- Paid sick leave accruing at 12 days per year.
- 401(k) Retirement Plan.
- 11 paid holidays for 2024.
- Medical, dental and vision for employee and dependents.
- Life and Accidental Death & Dismemberment insurance.
- Long-Term Disability insurance.
- Employee Identity Theft Protection.

The complete job description is available upon request.

To Apply:

For confidential consideration, qualified applicants should submit a cover letter and resume to hr@apawood.org. We thank all applicants for their interest, however only those under consideration for the role will be contacted.

If you require reasonable accommodation in completing the application process, interviewing, or otherwise participating in the employee selection process, please direct your inquiries to the Human Resources Manager by email at hr@apawood.org or by mail to HR Manager, 7011 S 19th St, Tacoma WA 98466.

For more information, please visit our website at www.apawood.org.

APA is an Equal Opportunity Employer.