



POSITION ANNOUNCEMENT

Engineered Wood Specialist Dallas, Texas Area

Responsibilities:

The APA Engineered Wood Specialist transfers new wood technology and wood systems to the local design and construction community. Working out of a home office, the Specialist educates and promotes the use of wood systems and engineered wood products to builders, code officials, and engineering and architectural professionals as part of a nationwide team. The Specialist travels throughout an assigned region calling on key contacts; conducting educational meetings, seminars, and webinars; and actively participating in trade shows and promotional programs.

Members of the APA team enjoy flexible schedules, variety in their work responsibilities (not just desk work) and being the local expert on designing and constructing sustainable buildings with engineered wood products.

Ideal Candidate Qualifications:

- BS degree in Engineering, Architecture or closely related field
- Thorough knowledge of wood frame construction
- Excellent interpersonal, organizational, written, and oral communication skills
- Proven ability to take initiative, develop and implement strategies to meet goals, and to work independently
- Skilled at identifying key professional contacts, as well as establishing and maintaining professional relationships over the long term
- Ability to give high impact presentations to key decision makers
- Experience in sales or marketing is a plus

The Company:

APA-The Engineered Wood Association is the premier industry trade association representing the majority of the North American producers of glued, engineered wood products. Our member companies represent 85% of structural wood panels, 94% of glulam beams, 74% of I-joists and 73% of laminated veneer lumber manufactured in the US and Canada. We provide testing and grade certification, publish and distribute technical literature, research new products and applications and support members in penetrating and expanding markets.

The average length of service for an APA employee is 14+ years. We offer competitive compensation and a comprehensive benefits program including health, life and LTD insurance, paid leave and holidays, 401(k) retirement program, tuition and wellness reimbursement programs.

For confidential consideration, qualified applicants should submit a cover letter and resume to hr@apawood.org.

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

APA is an Equal Opportunity Employer.