



POSITION ANNOUNCEMENT Field Services Division

Engineered Wood Promotion Specialist Washington Metro to New York City

Responsibilities:

The Engineered Wood Promotion Specialist develops and maintains relationships with specifiers, code officials, engineers, architects, and construction professionals. Primary duties include the education promotion of APA wood systems and engineered wood products, particularly the transfer of new technology and design systems to the local construction community. Based out of their home office, the Specialist works both virtually and travels throughout their assigned region calling on key builders, engineers, code officials, and architects to identify and cultivate relationships; conduct educational meetings, seminars, and webinars; and actively participate in trade shows and promotional programs.

The Specialist will be based in the Washington Metro – New York City corridor. While the majority of their time will be spent covering the metropolitan areas in this corridor, their territory also includes Pennsylvania and extends into New England.

Qualifications:

- BS degree in Engineering, Architecture, or closely related field.
- Thorough knowledge of wood frame construction and building science.
- Skilled at identifying key professional contacts, as well as establishing and maintaining professional relationships.
- Superior presentation skills, including making high impact calls on decision makers and conducting/coordinating educational seminars.
- Experience in sales or marketing is preferred.
- Strong analytical ability to identify market opportunities.
- The ability to conduct virtual outreach using online meeting tools, email, and phone calls.
- Excellent interpersonal, organizational, written, and oral communication skills.
- Proven ability to take initiative, to set and meet goals, and to work independently.

- Proficient at writing reports and business correspondence.
- Good driving record and willingness to drive long distances and be away from home overnight frequently.
- All staff hired after July 30, 2021, must provide acceptable evidence of Covid vaccination or acceptable evidence of initiation of the vaccination process prior to start date unless they are exempt by federal, state, or local mandate.

APA complies with provisions established by the Equal Employment Opportunity Commission.

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.

APA offers competitive compensation and a comprehensive benefits program including health, life, and LTD insurance, paid leave and holidays, a 401(k)-retirement program, Long Term Care coverage as well as others.

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 this application, 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 about APA, please visit our website at www.apawood.org.

APA is an Equal Opportunity Employer.