POSITION ANNOUNCEMENT
Field Services Division

Eastern Region Manager

APA is seeking an Eastern Region Manager for Field Services. The Eastern Region Manager for APA leads a remote team of Engineered Wood Specialists (EWS). The Region Manager provides oversight responsibility for the performance of their team while collaborating as part of a management team toward effective division operation. Travel will be an essential part of this role.

Key Functions:
1. Leads region team in accomplishing field implementation of the APA Strategic Marketing Plan. Reports on staff performance and accomplishments.
2. Travels with EWS staff; coaches to improve performance.
3. Determines region budget and manages against it. Approves expense reports.
4. Promotes safety and actively contributes to development of APA’s safety culture.
5. Contributes to the development of an association marketing plan and leads market subcommittees as assigned. Makes presentations at member meetings.
6. Oversees staff to ensure technically accurate and uniform product use/installation recommendations are communicated.
7. Obtains, develops, and reports on field intelligence and market trends.
8. Maintains working relationship with other APA divisions; cooperates on common programs and projects.
10. Establishes and maintains executive level relationships with key construction market decision makers and their associations.
11. Maintains effective relationships with member personnel.

Qualifications:
- Bachelor’s Degree (B.A) in engineering, architecture, wood sciences, or business from a four-year college or university; or two to four years’ experience in sales management in a market pertinent to building construction.
- Ability to motivate and lead others.
• Demonstrated experience with independent initiative execution and problem solving
• Outstanding interpersonal skills: ability to work cohesively with a team.
• Must possess knowledge of building design and construction.
• Ability to read, analyze, and interpret common scientific and technical journals, financial reports, and legal documents.
• Ability to write articles for publication and create and deliver compelling presentations for in-person and virtual audiences.
• Ability to independently gather, analyze and apply data/research to inform decisions making.
• Must have a valid driver's license, a safe driving record and be able to travel on a routine basis, including overnight, throughout North America.
• Proficiency with Microsoft Office (Word, Excel, PowerPoint) and video conference software.
• 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 state or local mandate.

APA complies with provisions established by the Equal Opportunity Commission. We are committed to diversity, equity, and inclusion and being representative of the regions we serve. We invite all qualified candidates to apply.

The complete job description is available upon request.

Organizational Relationship/Scope:

The Region Manager will report directly to the Field Services Division Director. He/she will interact with both internal and external contacts at all levels of the organization.

The Company:

For nearly 90 years, APA – The Engineered Wood Association has focused on helping the industry create structural wood products of exceptional strength, versatility, and reliability. Combining the research efforts of scientists at APA's 42,000 square-foot research center with the knowledge gained from decades of field work, and cooperation with our member manufacturers, APA promotes new solutions and improved processes that benefit the entire industry.

APA offers competitive compensation and a comprehensive benefits program including health, life, and LTD insurance, paid leave and holidays, a 401(k) retirement program, a wellness reimbursement program, Long-Term Care coverage, among others.
Based in the beautiful Pacific Northwest, our Headquarters and Research Center are located in Tacoma, Washington. We are nestled between the Cascades and the Pacific Ocean with vast recreational opportunities and excellent quality of life.

**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 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.*