

A P A

The Engineered Wood Association

Position Announcement

Engineered Wood Promotion Specialist **Southern California Area**

The Position

The Engineered Wood Promotion Specialist develops and maintains relationships with specifiers, code officials and architectural, engineering and construction professionals to promote the use of engineered wood products in existing and new markets. Working out of their home-office, this position travels throughout their assigned region calling on builders, contractors, architects, engineers and distributors to identify and cultivate markets, conduct educational meetings and seminars, participate in trade shows and promotional programs and to develop constructive relationships with major building inspection and code agencies.

Desired Qualifications

- BA or BS degree, advanced degrees welcome. Preferred fields are Engineering, Architecture, Construction, Marketing, Wood Sciences or closely related field.
- Three (3) years experience in sales or marketing, preferably in specific market pertinent to APA products.
- Ability to identify pertinent contacts and cultivate relationships within the industry.
- Ability to make high impact presentations to key decision makers, conduct or coordinate educational seminars and participate in trade shows.
- Excellent interpersonal, organizational, written and oral communication skills.
- Proven ability to take initiative, set and meet goals and work independently.
- Ability to write reports and business correspondence.
- A good driving record.
- Market research

How to Apply

For confidential consideration, qualified applicants should submit a cover letter and resume via email to hr@apawood.org or via fax to (253) 565-7265. APA is an Equal Opportunity Employer.