

Brian Winters joins Wausau, serves Eastern Missouri and South/Central Illinois

Wausau, Wis. -- Wausau Window and Wall Systems has named Brian Winters as its architectural sales representative serving building owners, architects, and contractors of Eastern Missouri and South/Central Illinois. Winters bridges both rural and urban markets' needs with Wausau's high-performance, architectural grade, window and curtainwall systems. Project examples include new construction of schools and hospitals, blast mitigating enhancements to government facilities, renovations to historic properties, and energy-efficient, green improvements to commercial and institutional buildings.

With 10 years of marketing experience in the window industry and construction sales, Winters previously called on architects and builders of high-end residential and multi-family properties as a representative with Pella of Tennessee, and later with Hurd Windows and Doors.

"Wausau's reputation for exceptionally engineered products is well-known. But some may not realize the breadth of its standard windows, doors and curtainwall systems, or that the company offers one of the longest warranties in the industry," says Winters. "The company also provides online and in-person support through the submission engineering and approval process, especially when it comes to helping owners and architects in achieving their green design goals."

Winters continues, "In addition to informing architects and building team members about products' features, I like to take a consultative approach to help explain their advantages and benefits. I especially enjoy presenting educational seminars such as AIA/CES programs. Through these learning opportunities, I gain a better understanding of their challenges and can provide them with resources and product options that meet their projects' specific needs."

A member of the American Institute of Architects' St. Louis and Southern Illinois chapters, Winters has a long relationship with many of the local association leaders, as well as with the Southern Illinois University's school of architecture. Before he was engaging architects, Winters honed his presentation skills working with NASCAR's marketing sponsorship program. He was a member of the Indy Racing League before driving in the Craftsman Truck Series.

Prior to joining the racing circuit, Winters worked as a carpenter for general contractors. He completed a four-year apprenticeship program with the United Brotherhood of Carpenters and Joiners of America, and earned a bachelor's degree in marketing from South Eastern Missouri State University.

Nationally recognized for its innovative expertise, Wausau Window and Wall Systems is an industry leader in engineering window and curtainwall systems for commercial and institutional construction applications. For more than 50 years, Wausau has worked closely with architects, building owners and contractors to realize their vision for aesthetic beauty, sustainability and lasting value, while striving to maintain the highest level of customer service, communication and overall satisfaction. Wausau is a part of Apogee Enterprises, Inc., a publicly held, U.S. corporation.

To learn more about Wausau and its architectural resources, please visit <http://www.WausauWindow.com> or call 877-678-2983. Brian Winters may be contacted directly at 618-713-3842 or bwinters@wausauwindow.com.
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