



Position brief for the position of Chief Executive Officer American Association of Port Authorities

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About American Association of Port Authorities

The American Association of Port Authorities is the unified voice of the seaport industry in the Americas, representing more than 130 public port authorities in the U.S., Canada, the Caribbean, and Latin America.

For more than a century, AAPA membership has empowered port authorities and their maritime industry partners to serve global customers and create economic and social value for their communities. AAPA's events, resources and partnerships connect, inform, and unify seaport leaders and maritime professionals who deliver prosperity around the western hemisphere.

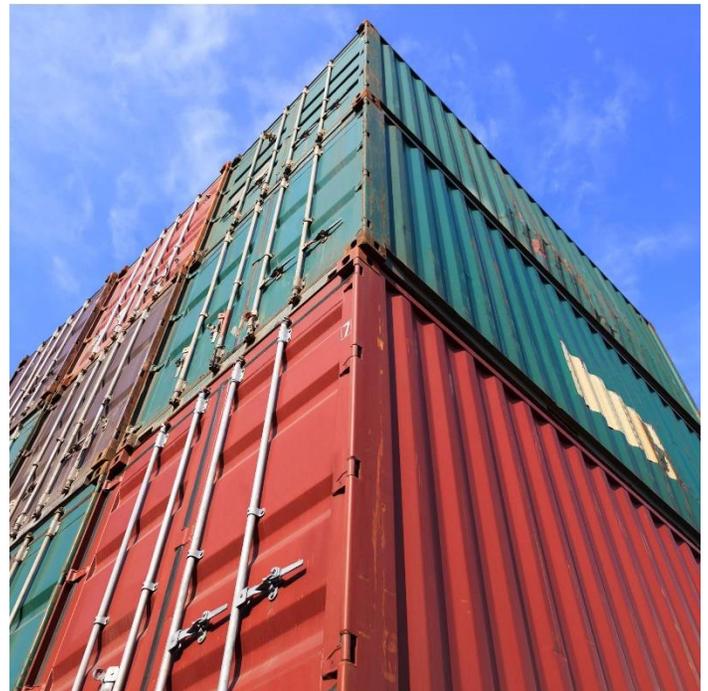
For its U.S. members, AAPA provides compelling advocacy and effective public outreach to influence seaports' most urgent public policy issues. Today, AAPA continues to promote the common interests of the port community, and provides critical industry leadership on trade, transportation, infrastructure, security, environmental, and other issues related to port development and operations.

AAPA recognizes the economic importance of well managed ports and to that end, has four main goals:

- Advocate governmental policies that strengthen and expand opportunities for member ports
- Advance professionalism in all facets of port management and operations
- Promote information sharing and relationship building opportunities for all members
- Achieve greater understanding of the essential role and economic value of ports

For more information, please visit:

- [AAPA's Website](#)
- [AAPA's Membership Page](#)
- [AAPA's YouTube Channel](#)



The Position

Our client, the American Association of Port Authorities (“AAPA”) is seeking an outstanding individual for the role of CEO. The position is open due to the recently announced retirement of the current and long-term CEO. This position is located at AAPA’s headquarters in Alexandria, VA.

The CEO of AAPA will work closely with the Board to create, develop, and implement AAPA’s policy and people development programs, including retaining and improving the yield from existing revenue streams to make those programs a reality. The role is responsible to AAPA’s Board of Directors for the effective management of AAPA’s work programs, finances, and staff. The CEO is charged with guiding the strategy of AAPA, including setting the vision, mission, and values of the organization. He or she will manage the resources of the organization in such a way as to enhance and protect its credibility, integrity, and financial position. He or she will work to reinvigorate and energize the organization and its presence in the transportation sector, while working to enhance and grow membership by strengthening AAPA’s value proposition.

With the everchanging global trade landscape, it is a critical time for AAPA’s members. The next CEO will need to maintain and build strong relationships at the local, regional, and international level to help AAPA’s members deliver unparalleled value to their stakeholders. He or she should also build and leverage relationships across various organizations that have common interests with AAPA in order to achieve its mission.

Duties & Responsibilities

- Identifying emerging issues critical to the port and maritime transportation industry, broadly defined, and developing program ideas including forums and publications that position AAPA as a thought leader on those issues
- Building new, and strengthening and maintaining existing industry-wide strategic relationships and partnerships, and leading AAPA’s commitment to partnering with other associations, interest groups, and organizations in the maritime transportation industry, and across the supply chain
- Directing all program activities, and identifying and developing new initiatives that add value to current and future AAPA members, including identifying and working with sources of funding to support these programs and products
- Seeking opportunities to strengthen existing partnerships with governmental and non-governmental maritime transportation agencies, associations, and organizations, and cultivating new partners among these entities and with other foundations, corporations, and individuals
- Marketing new programs and initiatives to the general public as well as to maritime transportation organizations, professional practitioners, government and not-for-profit organizations, universities, and the media
- Providing strong management and leadership for staff including the oversight of all internal programs, and building teams as needed for the development of programs and activities
- Retaining and recruiting corporate members, and leading member engagement efforts
- Effectively communicating with all members to build recognition of AAPA’s member services



- Leading, managing, and creating fundraising activities and funder relationships
- Cultivating creative leadership across the maritime transportation industry through the current array of educational initiatives
- Advancing AAPA's *Seaports* publication, in terms of content and subscriber base
- Managing and oversight of all financial matters, including financial planning and budgeting



The Candidate

AAPA is seeking an experienced executive who can quickly garner confidence, respect, and trust with the Board, the community, membership, and all other internal and external stakeholders.

Competencies & Areas of Expertise

- Wide ranging knowledge of global port, maritime industry, and multi-modal transportation and trade issues
- Ability to expand credibility in government, multi-modal transportation, and business spheres
- Understanding of the nuances of working and succeeding within a highly transparent, predominately public sector environment
- Depth of knowledge and experience in the area of public policymaking, especially as it relates to advocacy efforts with members of Congress, their staff, and other federal agencies and executive staff
- Gravitas and credibility to effectively interact with senior industry and government officials
- Experience in dealing with a dynamic board and stakeholders with varying levels of interest and engagement
- Demonstrated financial acumen needed to assure AAPA's fiscal health including fundraising, membership, revenue, and cost controls
- Expertise and desire to spend significant time directing all fundraising efforts for a major, international trade association
- Ability to develop and capture new audiences and topics for study and development
- Experience in identifying, enhancing, and creating profitable and effective leadership development programs
- Dynamic leadership
- Track record of effective change management
- Experience in using technology as a business enabler
- Stellar interpersonal, communication and presentation skills
- Collaborative leadership style
- Solid influencing and negotiating skills
- A reputation of unquestioned integrity and ethics
- Experience in mentoring and growing staff
- Mature judgment and thoughtful decisiveness
- In-control ego and a healthy sense of humor



Essential Qualifications

The minimum qualifications required for this position include a Bachelor's degree from an accredited university. Having an advanced degree is preferred, but is not required. The ideal candidate will have substantial experience in a senior management position, preferably at the CEO level.

Demonstrated knowledge of the maritime transportation sector, or extensive direct or indirect experience with trade and professional associations is required. He/she should have sophisticated understanding of not-for-profit financial and ethical guidelines. Multilingual speaking ability with both English and Spanish fluency is preferred. Ability to communicate in French is also preferred, but not required.

The ideal candidate must have the ability to travel domestically and internationally.



How to Apply

To apply, please submit a comprehensive CV along with a cover letter which sets out your interest in the role and encapsulates the aspects of your experience relevant to the required criteria. Please include the names and addresses of three references. References will not be approached until the final stage of the search and not without prior permission from a candidate.

The preferred method of application is by email to:
AAPACEO@odgersberndtson.com

Contact Details

For a conversation in confidence, please contact:

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About Odgers Berndtson



Odgers Berndtson Executive Search is a leading global executive search firm, assisting private and public sector organizations find the highest caliber people for senior management appointments across North America and internationally.

Our reputation at the top of the executive search profession is over 50 years old. With offices in over 60 cities worldwide, our experienced executive search specialists operate with absolute discretion, integrity and care, and are expert in finding exceptional individuals for challenging roles.

WE ARE GLOBAL

We have the support of an excellent international network of offices on the ground.

CANDIDATE CARE

We take great care in ensuring that the candidates with whom we engage on behalf of our clients receive a professional, positive, thoughtful, and candidate experience. Whether we are contacting someone about a search or offering career guidance, we strive to always be professional, courteous, rigorous, and honest. We set out this commitment in our [Candidate Charter](#).





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