



MARYLAND DEPARTMENT OF TRANSPORTATION
invites applications for the position of:

**Executive Director, Maryland
Department of Transportation Maryland
Port Administration**

SALARY:	Depends on Qualifications
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DESCRIPTION:	



Open Recruitment

The Maryland Department of Transportation Maryland Port Administration (MDOT MPA) invites interested and qualified maritime professionals to apply for the position of Executive Director.

Position Summary

The Executive Director of MDOT MPA is responsible for developing and implementing a strategic vision for the Helen Delich Bentley Port of Baltimore (the Port), as well as directing a large public agency with a diverse and dedicated state government workforce and a myriad of administrative and fiscal obligations. The Executive Director is expected to perform the following responsibilities: strengthen the Port's competitive position within the international maritime community; promote the Port's interests regionally, nationally, and internationally; foster positive relationships with private businesses, public officials, Port labor, customers, and the public at large; successfully manage the Port's public terminals and other state-owned assets; provide environmental leadership that balances the needs of the Port and stakeholder requirements; and facilitate a safe, secure, efficient, and resilient seaport necessary to support current operations and future growth at the Port's public and private terminals.

Overview of the Helen Delich Bentley Port of Baltimore

The Port is a major economic engine for the Greater Baltimore region and the entire State of Maryland. The Port consists of a diverse mix of seven public cargo terminals and over 25 private terminals and other maritime facilities.

In 2018, the Port's public and private terminals handled a combined 43 million tons of foreign cargo with a total value of \$59.7 billion, both of which represent new records for the Port. Overall, among U.S. seaports, the Port ranked 11th in the nation for total foreign cargo tonnage and 9th overall in terms of total foreign trade value in 2018. The Port is ranked #1 amongst all U.S. ports for total automobile tonnage, total roll-on/roll-off tonnage, imported gypsum, and imported sugar, and ranked second for exported coal.

Looking forward, the Port should be in a position for continued success. First, the Port remains one of the few ports on the East Coast with a fully functional 50-foot berth, 50-foot deep navigation channels, and super-post-Panama cranes. Moreover, Ports America Chesapeake continues to make investments at the Port's Seagirt Marine Terminal with plans to deepen berth capacity to allow for the simultaneous handling of two Ultra Large Container Vessels. Next, the State of Maryland, in partnership with CSX, is on the cusp of addressing the Port's historical lack of high-cube double-stack rail capacity for container traffic. The future expansion of Baltimore's Howard Street Tunnel and the recent acquisition of additional property for containers should position the Port for future growth in the container business. Finally, the continuing development of the 3,300-acre, privately-owned Tradepoint Atlantic property offers the opportunity to attract additional Port-related businesses to the area.

Overview of MDOT MPA's Governing Structure

MDOT MPA is a state agency within the Maryland Department of Transportation. The Executive Director of MDOT MPA reports to the Secretary of Transportation, who reports to the Governor. MDOT MPA is overseen by a seven-person Commission with the Secretary of Transportation serving as Chair. All members of the Maryland Port Commission (MPC) are appointed by the Governor and confirmed by the Maryland State Senate. The Executive Director of the MDOT MPA does not need Senate confirmation.

As a state agency, MDOT MPA must operate under and comply with State budget, procurement, and personnel rules. The MPC and MDOT MPA have several unique duties, powers, and privileges under Maryland law, which can be found under the Title 6 of the Maryland Transportation Code.

QUALIFICATIONS:

Minimum Requirements

In order to be considered for the MDOT MPA Executive Director position, each candidate must satisfy the following minimum requirements:

- At least ten years of broad, senior-level experience in the maritime industry;
- A bachelor's degree from an accredited college or university; and
- A strong reputation for professionalism and trustworthiness in the maritime community.

Preferred Qualifications & Additional Considerations

The ideal candidate for this position will be a proven and respected leader and a seasoned professional with extensive experience in the maritime industry and who embodies most, if not all, the following qualities:

- Extensive exposure to both the business-side and the operations-side of the maritime industry, including senior-level experience directing operations, planning, engineering, marketing, finance, and/or other activities relevant to a port's successful operation;
- Significant maritime marketing and/or sales experience, and a comprehensive understanding of international markets and competition;
- Established relationships with key people in the maritime community – locally, nationally, and internationally – and the ability to build upon and use those relationships to expand business at the Port;
- Experience in working with maritime labor organizations and fostering cooperation between labor and management;
- Experience in making agreements and negotiating contracts with shippers, carriers, and other transportation providers;
- A thorough understanding of the economic significance of the Port within the Baltimore region and the State of Maryland;
- Strong leadership abilities, including interpersonal, negotiation, and public speaking skills;
- An ability to manage a state agency that includes hundreds of state employees, contractors and subcontractors, and many state-owned facilities and properties;

- An aptitude for strategic planning and ability to change direction, if necessary, so the Port can successfully compete in the highly competitive maritime industry;
- An understanding of Maryland's unique political environment and the ability to work with public sector partners at the federal, state and local levels on a variety of topics, including proper dredged material management and appropriate maritime land use policies.

Compensation & Benefits

The Executive Director's compensation package will be commensurate with experience. As an employee of the State of Maryland, the Executive Director is entitled to the health and retirement benefits provided to state workers under state law. In addition, the Maryland Port Commission has the authority to approve compensation and leave for the Executive Director above and beyond those provided to other state employees, depending on the Executive Director's qualifications and experience.

ADDITIONAL INFORMATION:

Application Process

Anyone interested in applying for this position should send a cover letter and resume via email to Nyasha "Ny" Lumumba, Manager of Recruitment & Examinations, at the Maryland Department of Transportation by **February 7, 2020**. The cover letter may be addressed to Greg Slater, Secretary, Maryland Department of Transportation, 7201 Corporate Center Drive, Hanover, Maryland 21076. Any questions may be directed to Ms. Lumumba by calling (410) 865-1033 or via email: nlumumba@mdot.maryland.gov.