



Director of Business Development

Job Overview

REPORTS TO: Executive Director

The Director of Business Development will develop and implement strategies to encourage new business development, stimulate job growth, coordinate business retention and promote expansion activities for the Port.

ESSENTIAL DUTIES AND RESPONSIBILITIES:

- Develop and implement highest and best use strategies and business cases for port business lines and properties that are in alignment with the Port's strategic plan.
- Engage in and advise the Executive Director on all commercial agreements and transactions in all lines of business.
- Initiate ideas for the development and implementation of business strategies for promoting job growth within the port.
- Develop Port Master Plan
- Manage the Business Development department throughout the annual budget process.
- Develop and maintain business relationships with city, state, or Federal agencies.
- Meet regularly with existing Port customers and tenants to maintain strong commercial relationships and to identify opportunities for expansion.

EDUCATION AND/OR EXPERIENCE:

- MBA Preferred.
- Bachelor's degree in business, finance, economics, or engineering.
- A minimum of 5 years' experience in a progressively professional level position with a focus on business development

REQUIRED SKILLS, KNOWLEDGE AND ABILITIES:

- In depth knowledge of the marine trades, along with port development.
- Excellent verbal and communication skills.
- Ability to function within a public agency environment
- Ability to effectively present detailed information to tenants, customers and the public.
- Ability to present business cases to the public and the Board in open public meetings.
- Ability to perform complex business calculations such as, net present value and internal rate of return.
- Ability to analyze extremely complex leases, contracts, agreements and documents.

- Ability to work independently with little or no supervision. Must be extremely self-motivated.
- Ability to apply common sense understanding to carry out instructions furnished in written, oral or diagram form.
- Ability to prioritize and deal with problems involving several concrete variables in circumstances where only limited standardization may exist.
- Ability to read, analyze and interpret business periodicals, government regulations and port handbooks.
- Ability to write reports.
- Ability to anticipate critical gaps and future needs in Real Estate with expansion goals.
- Contract negotiation skills
- Real Estate purchase and development skills

Qualified candidates should e-mail a cover letter and resume by **October 1, 2020** to ecivera@philaport.com

**Salary based upon Education and Experience*

ABOUT US:

PhilaPort is an independent agency of the Commonwealth of Pennsylvania, has as its primary mission the enhancement of water-borne trade and commerce. As an organization committed to economic development and job creation, the Authority seeks to generate activity that will maximize port-related employment and revenues by promoting the use of the Philadelphia regional port system by Pennsylvania based industries. The Authority has twelve active maritime and transportation related terminals. Port cargoes and the activity they generate are responsible for thousands of direct and indirect jobs in the Philadelphia area and throughout Pennsylvania. The Authority is currently engaged in a Port Expansion plan that will expended almost \$300 Million in port capacity improvements over the next four years.

Employees are afforded a dynamic and challenging work environment. Employees are enrolled in the State Employee Retirement System and Pennsylvania Employee Benefit Trust Fund for medical, dental, and vision insurance.

PhilaPort is committed to fostering an inclusive, accessible environment, where all employees and stakeholders feel valued, respected and supported.