



PRESIDENT & CHIEF EXECUTIVE OFFICER

Our client, the Cleveland-Cuyahoga County Port Authority is seeking an outstanding individual for the role of President & Chief Executive Officer.

Background:

The city of Cleveland began shipping operations at the Port of Cleveland in 1825. During its first year of operation, the port recorded \$38,000 in exports and imports of \$196,000.

In 1968, the Cleveland-Cuyahoga County Port Authority was created as a governmental agency to manage the maritime operations at the Port of Cleveland. Its maritime activities help sustain the regional economy in Northeast Ohio by keeping local industries connected to the world and supporting 11,000 jobs that generate \$572 million in personal incomes. Now the third largest port on the Great Lakes, the Cleveland-Cuyahoga County Port Authority averages nearly \$1 billion annually in imports and exports.

The Port Authority is governed by a nine-member board of directors who sets the policies and procedures governing the port. The city appoints six members to the board, while the county appoints three. Each board member is appointed to a four-year term.

The strategic mission of the Port Authority is to assist the private industry in retaining and creating jobs by providing waterborne cargo transportation/services and by providing economic development facilitation through financing services and other development tools in partnership with local and state development agencies.

In more recent years, the Port Authority has expanded its role to include identifying opportunities to assist in regional revitalization efforts and to cultivate development finance partnerships. By acting on behalf of a borrowing entity as a conduit issuer of special obligation revenue bonds, the Port Authority may provide financing for eligible public and private community projects.

For more information on the Cleveland-Cuyahoga County Port Authority, visit www.portofcleveland.com.

Duties and Responsibilities:

The President & CEO reports directly to the Cleveland-Cuyahoga County Port Authority Board and will be responsible for administering and directing the operations, strategic marketing, and physical development of the Port of Cleveland's facilities, services and overall growth. The CEO administers and directs the broad programmatic areas of marketing, operations, trade development, finance, port promotion, and staff management of offices in Northeast Ohio. To succeed in this position, one must have a strong sense for dealing within the political environment and effectively develop relationships with stakeholders. Detailed duties include:

- Administer the broad programmatic areas of marketing, development, finance, and promotion of the Port Authority's facilities and economic significance.
- Develop short and long-range goals for port expansion.
- Direct the overall administration and operation of a staff of approximately 20.
- Oversee the preparation and submission of the annual operating budget of approximately \$8 million
- Direct the negotiation, preparation, and execution of all contracts and agreements entered into by the Port Authority and any matters under review by various legislative or regulatory bodies, both state and federal.
- Act as chief communicator to the Offices of the Governor, Mayor of Cleveland and the County Commissioners (County Executive as of January 2011), the legislature, economic development entities, and other state agencies, federal government and related maritime and development agencies, local government and community organizations, shippers and ship lines, related major transportation companies, and the associated Port community.
- Maintain liaison with these officials on matters pertaining to the maritime industry to support, preserve, and enhance the important contribution of the Port Authority to the economic vitality of the Northeast Ohio region as well as the entire state.
- Develop and enhance customers and customer relations around the world.

Qualifications, Skills and Experience:

We are conducting a national search in seeking a respected, accomplished leader with:

- A solid track record of proven, tangible achievements in economic development.
- Comprehensive, broad-based knowledge of strategic planning.
- Comfort balancing public sector activities such as policy development and liaising with governments entities, with a corporate approach to activities such as pricing, capital expansion, client solicitation, customer relations, international trade and relations, staff management, organizational behavior, and evaluation.
- A thorough understanding of the port/maritime sector and associated economic development issues.
- Solid skills in understanding finance and financing issues.

Candidates must have exceptional economic development skills and approach the job from the perspective of growth and development for the public good. Only candidates with a reputation for - and recognized skills in - clear, concise internal and external communications skills will be considered, as the successful President & CEO must have demonstrated ability to:

- Act as a leader for the staff of the port and the community at large
- Persuade and negotiate contracts and other agreements to consummation
- Remain actively involved in relationships with tenants and other customers
- Keep government and community groups informed on the progress or challenges of the port and its impact

As a leader and mentor of staff, the President & CEO will need to direct and maximize the expertise of various individuals and departments, as well as bring rigor, clarity and transparency to the establishment and implementation of policies, performance evaluations, and any corrective actions. The successful candidate must be able to develop and articulate a clear value proposition to domestic and international customers and potential customers of the Port Authority.

The preferred candidate will have ten or more years of progressively responsible experience in a comparable setting. An undergraduate degree from an accredited college or university with course work in law, planning, economics, and/or business administration is required. A Masters degree in a relevant field is a plus. Prior seaport/maritime experience is desirable. To succeed in this position, one must be innovative, outgoing, collegial, results-oriented, accountability focused, possess outstanding interpersonal skills, strong at delegating, a good mentor, and have a reputation for good judgment. Some domestic and international travel (approximately 20%), will be required for this position.

This is an outstanding career opportunity for an individual interested in a genuine professional challenge. With this position comes a very competitive compensation and benefits program. The Cleveland-Cuyahoga County Port Authority is an Equal Opportunity Employer. Leading this engagement is Tim McNamara, Managing Director. He will be assisted by Derek Wilkinson. All interested candidates should submit a cover letter, resume, and compensation history along with five professional references by e-mail directly to dwilkinson@boyden.com. Telephone inquiries are welcome at 877-226-9336.

Boyden global executive search

Founded in 1946, Boyden pioneered the executive search industry. Boyden is the oldest and one of the largest privately owned search firms in the world, with more than 60 offices in over 40 countries. In the world of executive search, Boyden is distinguished by the expertise of our consultants, the resources of our global firm, our commitment to our clients, and our culture of professionalism and integrity. For further information about Boyden, visit www.boyden.com.