



**SOUTH JERSEY PORT CORPORATION
NOTICE OF JOB OPENING
DATE: NOVEMBER 14, 2019**

**ASSISTANT EXECUTIVE DIRECTOR/
DIRECTOR, BUSINESS DEVELOPMENT**

The South Jersey Port Corporation (SJPC) is seeking a qualified professional to fill the position of Assistant Executive Director/Director, Business Development. The SJPC is an agency of the State of New Jersey, which builds, maintains and operates marine terminals in the South Jersey Port District to create economic opportunities and to enhance the region's intermodal transportation system. The SJPC owns and operates the Joseph A. Balzano and Broadway Marine Terminals in the Port of Camden, the Salem Marine Terminal at the Port of Salem, and is constructing the Paulsboro Marine Terminal at the Port of Paulsboro.

GENERAL SUMMARY:

Reporting to the Executive Director/Chief Executive Officer, the Assistant Executive Director (AED)/Director, Business Development will be responsible for promoting the SJPC to major industry stakeholders and trade organizations, implementing marketing and communication plans and maintaining the SJPC website and social media posts. In addition, the selected candidate will oversee the development of a Port Master Plan and Strategic Plan and all Port real estate agreements, negotiations and property development activities. The selected candidate will lead efforts focused on the development of strategies to increase cargo through the Port and provide guidance and support in assessing and developing bulk and breakbulk commodity business opportunities to grow the Port's business. The AED/Director, Business Development will be responsible for attracting new services and developing initiatives in support of long-term sustainable cargo and revenue growth and identifying increased efficiencies at the SJPC. The AED/Director, Business Development will build and foster relationships with ocean carriers, Port tenants, BCOs, users, stakeholders, local communities and government agencies.

MINIMUM QUALIFICATIONS:

Candidates must possess the following minimum qualifications to be considered eligible for this position:

- A Bachelor's Degree from an accredited college or university in business administration, public administration, international business, supply chain management, transportation, or a related field is required. Advanced degree is highly desirable.

- A minimum of 10 years of increasingly responsible management experience at a marine terminal with an emphasis on international trade and market development and a minimum of 5 years' supervisory experience.
- Extensive knowledge of the maritime industry, Port operations, marketing and business development and an understanding of cargo markets and trends.
- Demonstrated ability to negotiate complex business transactions and lease agreements.
- Must be a resident of the State of New Jersey per the "New Jersey First Act," N.J.S.A. 52:14-7 (L.2011, Chapter 70) effective September 1, 2011.
- Must possess or be able to obtain a Transportation Worker Identification Credential from the Transportation Security Administration per 33CFR105 federal regulations. SJPC is an Equal Employment Opportunity employer.

HOW TO APPLY:

Interested parties should submit a resume and a cover letter outlining reasons for their interest in the position, including detail on the aforementioned responsibilities, attributes, and qualifications addressed to the attention of Andrew Saporito, Executive Director and Chief Executive Officer in electronic format to careers@southjerseyport.com.

With this position comes a competitive compensation commensurate with experience and education and a benefits program. All resumes are due by Friday, December 20, 2019. Additional information regarding this employment opportunity is available online at <http://www.southjerseyport.com/careers/>.