



PORT of OLYMPIA

Washington

MARINE TERMINAL SENIOR MANAGER

\$92,215 - \$138,328

Plus Excellent Benefits

Apply by

April 4, 2022

(First Review, Open Until Filled)

PROTHMAN



THE COMMUNITY



Headquartered in Olympia, Washington the Port of Olympia serves the Thurston County community in a variety of ways, leading and participating in many of the area's economic development efforts. Olympia

is the capital of the state of Washington, the county seat of Thurston County and is the southern gateway to Puget Sound's metropolitan region. It is home to a wide variety of industries, including state government, health care, retail, military, education, construction, farming, fishing, and logging, and has an active arts community. With an economic engine fueled to a great extent by state government, as well as three higher education institutions, Olympia enjoys the benefits of a stable workforce, an engaged and educated community, and a well-supported school system.



The region has a wide array of public parks and nature conservation areas. Majestic Mount Rainier and the rugged Cascade Mountains are nearby to the east, while the Pacific Coast is just an hour drive to the west. Blessed with a year-round mild climate, outdoor activities can be enjoyed almost any day, and the nearby mountains offer many opportunities for skiing, snowboarding, cross-country skiing, snowmobiling, and mountain climbing. Located on Budd Inlet, the southernmost point of Puget Sound, the area offers significant opportunities for a diversity of water enthusiasts. Historic downtown Olympia offers a variety of eclectic shopping and dining experiences, while Olympia's Westside is a regional shopping destination with numerous national brand stores and the auto mall.

THE ORGANIZATION

Established in 1922, the Port of Olympia has a proud history in Thurston County. The Port serves the community by promoting trade, supporting family-wage jobs, and improving the environment. Today, more than 5,000 jobs and nearly \$715.5 million in economic activity in Thurston County depend on the Port of Olympia.

The Port of Olympia is governed by three elected Commissioners who set policies and objectives. Each commissioner represents a district within Thurston County and serves a four-year term. The commissioners appoint the Port's Executive Director, who is responsible for the ongoing management of the Port's enterprises and facilities. The Port of Olympia operates with 49 FTEs utilizing 2022 budgeted operating revenues of \$14,352,204 and a capital budget of \$2,871,726. The Port's departments and business units include Operations (Marine Terminal, Airport, Swantown Marina and Boatworks, and Unified Maintenance), Business Development and Real Estate, Executive Services (Communications, Marketing and Government Affairs, Planning and Environmental, and Administrative Services) and Finance. From the commercial center at NewMarket Industrial Campus and the diversified specialty Marine Terminal, to the vibrant Swantown Marina and Boatworks and the strategically located Olympia Regional Airport, the Port of Olympia is committed to fostering economic growth in the South Puget Sound region and serving the needs of global customers. The Port values its relationships with the community, customers, Squaxin Island Tribe, Nisqually Indian Tribe, Chehalis Tribe, municipal governments, Joint Base Lewis-McChord (JBLM), and many regional economic development partners.

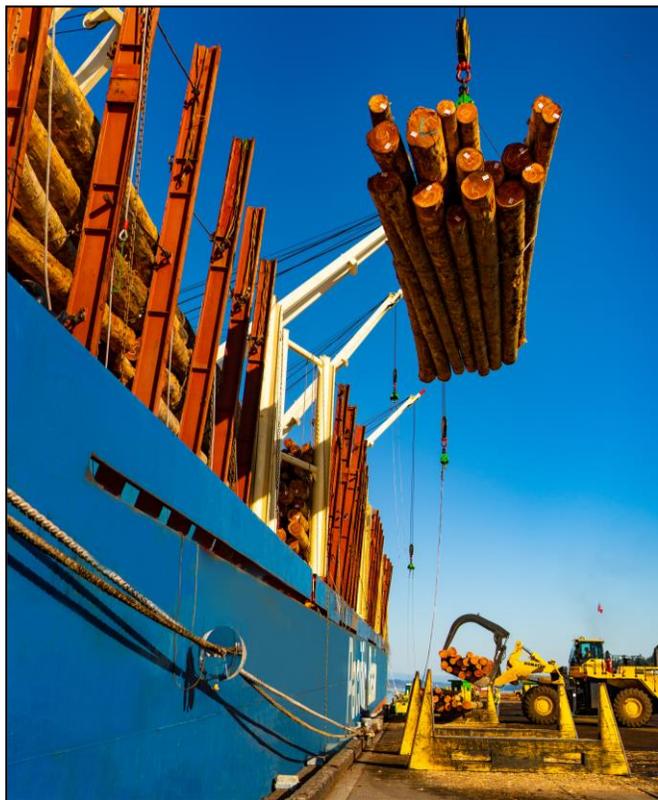
To learn more about the Port of Olympia, please visit www.portolympia.com.



THE DEPARTMENT

The Port of Olympia's Marine Terminal operates with eight FTEs including five maintenance personnel on a 2022 budget of \$3,969,344. The Marine Terminal has budgeted revenues of \$5,196,032.

As the southernmost port on Puget Sound, the 66-acre terminal has three deepwater berths with a total of 1,750 lineal feet, a 140 MT Gottwald mobile harbor crane, an on-dock, open beam warehouse, and on-dock rail service. The Marine Terminal is centrally located to serve the Puget Sound and the Columbia River Basin, providing ready access to local, regional and international markets. Being just one mile from Interstate 5, ten miles from the Olympia Regional Airport, and sixty miles from the Seattle-Tacoma International Airport, makes the Port an ideal location to handle any breakbulk shipping needs. The Port's on-dock 76,000 square foot, open beam construction warehouse facility features eight truck doors with self-leveling ramps, six drive-in doors with spans up to 78 feet wide, and rail siding with a built-in fall arrest system with capacity to handle multiple cars. The Port participates in the volunteer Green Marine certification program, administers Foreign Trade Zone #216, and provides services for vessel and crew.



THE POSITION

Reporting directly to the Port's Operations Director, the Marine Terminal Senior Manager is responsible for the management and operation of the Port's Ocean Marine Terminal and for all Safety, Security and Regulatory compliance. This position is responsible for development and implementation of business strategies and tactics for sustained business growth, long-term capital planning and infrastructure development and management, staffing, employee development, and normal operations. These operations include cargo business development, handling, management, adherence to security requirements, ensuring personnel and asset safety, and regularly scheduled maintenance activities.



The Senior Manager develops and executes the marine terminal operating and capital budgets, cargo and business development plans, tenant agreements, and is responsible for effective labor/management relations. This position analyzes revenue and cost data to ensure business unit competitive status and profitability, and for maintaining effective relationships with tenants, government agencies, the business community and the public, and promotes the public image of the Port through community engagement, as directed. This position directly supervises the Marine Terminal Foreman/Facility Security Officer (FSO) and the Marine Terminal Operations Manager, and indirectly supervises other Marine Terminal staff. The position also supports relationships with long-shore ILWU Local 47.

The Marine Terminal Senior Manager routinely engages other Port Senior Managers and staff in support of the "One Port" philosophy of successful Port sustainability and success. The position advises the Port Commission and Executive Director on maritime policy and regulatory matters. This is a 24/7 response obligation position. Moderate business travel is expected/required. For a full job description and to view all responsibilities, please view the attachment found [here](#).

IDEAL CANDIDATE

Education & Experience:

- A bachelor's degree in business, logistics, public administration, marine transportation, or a similar field or any work equivalent of the same.
- Eight (8) years of experience in maritime operations and business development is highly preferred.
- A valid Washington driver's license or the ability to acquire one within 90 Days.
- A valid Transportation Worker Identification Card (TWIC) or the ability to acquire one within 90 days.

Necessary Knowledge, Skills & Abilities:

- Extensive management-level experience in terminal operations, maritime business development or related maritime industry field.
- Demonstrated knowledge of maritime markets and of marine-related labor relations.
- Excellent communication skills, both oral and written, targeted to a variety of audiences.
- Demonstrated management and problem-solving skills.
- Experience in developing, negotiating, and managing ground and space leases.
- The ability to work effectively in teams and create a teamwork atmosphere to ensure efficiency and high morale.
- The ability to maintain good personal/business relationships with Port staff, labor, government agencies, tribal entities, community organizations and citizens, tenants, and customers.
- Skill in developing and maintaining consensus among major stakeholders in the operations of the Port and the Marine Terminal.
- Proven ability to plan, negotiate, and lead.
- Skill in operating a personal computer, Microsoft Office, and e-mail.

COMPENSATION & BENEFITS

- **\$92,215 - \$138,328 DOQ**
- Medical, prescription, vision, and dental insurance with no out-of-pocket employee premiums and full coverage for employee, spouse, and all eligible dependents.
- Life and AD&D insurance with a maximum of \$100,000.
- 12 days of vacation.
- 11 paid holidays.
- Sick leave.
- Bereavement leave.
- Educational assistance.
- Long-term disability insurance with optional additional coverage paid by the employee.
- Washington State Retirement System.
- Wellness fringe benefit.
- Optional AFLAC.
- Optional Ameriflex FSA.
- Optional Deferred Compensation Plan.

To learn more about the benefits provided, please view the attachment found [here](#).

For more information about the Port of Olympia, please visit:

www.portolympia.com



The Port of Olympia is an Equal Opportunity Employer. All qualified candidates are strongly encouraged to apply by **April 4, 2022** (first review, open until filled). Applications, supplemental questions, resumes and cover letters will only be accepted electronically. To **apply online**, go to **www.prothman.com** and click on "**Open Recruitments**", select "**Port of Olympia, WA – Marine Terminal Senior Manager**", and click "**Apply Online**", or click [here](#). Resumes, cover letters and supplemental questions can be uploaded once you have logged in.



www.prothman.com

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