

Broward County, FL – Port Everglades Director of Business Development

Port Everglades, a department of Broward County, Florida, is a major economic presence in the South Florida region, generating nearly \$14 billion a year in economic activity. One of the world's top cruise, cargo and petroleum ports, Port Everglades supports more than 140,000 jobs statewide. The Director of Business Development reports to the Chief Executive/Port Director and oversees administering programs to achieve cargo growth in containers, breakbulk, neo-bulk and bulk cargoes, as well as programs to attract and retain cruise line business. The Port Everglades Department operates as a self-sustaining enterprise fund with 2011 operating revenues of \$139 million and approximately 225 authorized staff. The Port is a "landlord" port that leases land, manages contracts and maintains infrastructure within an extremely competitive industry. The Director uses independent judgment in developing business strategies to attract new shipping line services and a high level of intermodal railroad and trucking services, as well as developing corporate and community relations, communications, and advertising strategies. Candidates should have solid business acumen, be politically astute and have the ability to interact in a diverse environment with a multitude of stakeholders. Candidates should be personable with solid skills in strategic planning and the ability to develop effective marketing plans which include advertising/media and building relations with the local, national and international business communities for import/export opportunities. Excellent communication, interpersonal and relationship-building skills are essential. Bachelor's degree from an accredited college or university in public or business administration, marketing, transportation or related field and six years of progressively responsible experience in the maritime industry to include four years of high level supervisory and administrative experience; or equivalent combination of relevant training and experience. Extensive travel required. The salary range is \$81,108 - \$133,016. First review of applications will take place on February 6, 2012; position is open until filled. To apply, visit our website at www.bobmurrayassoc.com and follow the prompt to create an online profile. Questions may be directed to Ms. Renee Narloch, Vice President, Bob Murray & Associates, at (850) 391-0000 or renee@bobmurrayassoc.com. A detailed brochure is available. Broward County is an Equal Opportunity/ADA Employer. Pursuant to Florida's open records law, applications and resumes are subject to disclosure.