



PORT OF BELLINGHAM

Washington State

MARINE TERMINALS BUSINESS DEVELOPMENT MANAGER

\$102,000 - \$152,000

Plus Excellent Benefits

Apply by

April 9, 2023

(First Review, Open Until Filled)

***P*ROTHMAN**



THE AREA



Whatcom County is located in the northwest corner of Washington State. With its proximity to Mt. Baker, the beautiful Puget Sound, and the world renowned San Juan Islands, Whatcom is an extremely desirable place to live and work. Situated just south of the Canadian Border, Whatcom County (population 229,000) is made up of several rural communities and smaller towns, as well as Bellingham (population 90,000), the county seat.

The City of Bellingham and the surrounding wilderness make it the most livable, vibrant communities in the country. Residents can ski the slopes of Mt. Baker and sail Bellingham Bay in the same day, explore miles of hiking and bike trails, or stay in town and enjoy a vibrant arts scene, unique shops and restaurants, and the community-wide emphasis on locally produced food and other products. Bellingham is also among the fastest growing metropolitan areas in the country. Bellingham is the recipient of a long list of awards, including many designations as a “best place” for livability and outdoor adventures and recognition for leadership in sustainability.

The community proudly supports an active and innovative arts culture with numerous museums and art galleries, and a rich variety of musical and theatrical performing arts. The Whatcom Museum (a Smithsonian affiliate) houses contemporary art and historic exhibits and is one of the state’s largest museums outside of Seattle. The Mount Baker Theatre hosts more than 100 live performances each year. The City’s rich historic heritage has been preserved, and historic districts now house specialty shops, bookstores, and fine dining.



The City has a wide variety of desirable neighborhoods and housing styles, from regal Victorians to waterfront hideaways, country farmhouses, condominiums and thoughtfully planned new developments. Education is a top priority in Bellingham and Whatcom County. Citizens support excellence in education, including nationally lauded K-12 schools, highly regarded private schools, a community college, a technical college, and Western Washington University, which is highly ranked among public regional universities in the West.

THE PORT OF BELLINGHAM

The Port of Bellingham is a Washington State special purpose municipal corporation serving all of Whatcom County. It is a unique organization that makes significant contributions to the local community through leveraging its resources by directly participating in revenue-earning lines of business, as well as by capitalizing on its strategic assets through special public agency powers. By using combined expertise in both the business and government sectors, the Port has a role in job preservation and job creation, as well as a role in the operation of transportation facilities for both seaports and airports. This combination is distinct from that of either the private sector or other government entities.

The Port of Bellingham operates the Bellingham International Airport (BLI), two Marinas (Squalicum and Blaine Harbors), a shipping terminal, a ferry terminal, bus station, and a real estate portfolio hosting over 300 businesses and employing over 7,000 jobs. In addition to its operating departments the Port has teams that operate community open spaces, promote economic development, conduct environmental cleanups, and organize and host community events.

The Port has nearly 111 FTEs, averages \$29.7 million in operating revenues and collects an additional \$7.7 million in property taxes. The Port is governed by a non-partisan, three-person Board of Commissioners. Each are elected from one of three districts in Whatcom County and serve staggered four-year terms. The Board oversees all Port of Bellingham operations by providing policy direction and decisions in public meetings.

To learn more about the extensive operations of the Port of Bellingham, please visit:

www.portofbellingham.com

REAL ESTATE DIVISION

The Real Estate Division works to provide excellent services to the Port of Bellingham's tenants, customers, and the public. Functions of the department include asset management and development of the port's real estate portfolio; marketing and negotiating the lease, rental, or sale of the port's available land and buildings through all port divisions including aviation marinas, maritime, and The Waterfront District; and assisting other divisions in the strategic long-range analysis and marketing of undeveloped real estate assets of the port and negotiating tenant participation in environmental clean-up projects. Currently the Real Estate Division manages over 250 tenants ranging from air cargo companies to beauty shops and is anticipated to generate approximately \$6.8 million in revenues in 2022.



MARINE TERMINALS DIVISION

The Marine Terminals Division operates passenger and freight facilities at the Bellingham Shipping Terminal (BST) and the Bellingham Cruise Terminal, with the goal of providing first-class facilities to meet the needs of the traveling public, and furnish industrial properties and resources to promote domestic and international cargo operations.

The BST serves as the primary industrial facility for the movement of bulk and breakbulk cargoes in Whatcom County. With 1,250 feet of dock space, over 85,000 square feet of covered storage and 35 acres of available upland, BST is a full-service marine terminal that has the flexibility to customize its services. BST includes two large warehouses over 40,000 square feet, paved and unpaved lay-down acreage, cargo handling equipment, three operating piers with 1,800 linear feet. BST operates with a 2023 budget of \$2,566,777.

To learn more about the Bellingham Shipping Terminal, please view the attachment found [here](#).

THE POSITION

Under the direction of the Director of Real Estate and Asset Management, the Marine Terminals Business Development Manager will promote Port operations to maintain and generate revenue for the Port of Bellingham by attracting new customers and businesses to the Bellingham Shipping Terminal. This position maintains and promotes effective relations with agencies, Port tenants, brokers, and other stakeholders. The new Manager will regularly interact with port staff, commissioners, customers, and the public to accomplish these goals. To view a full job description, click [here](#).

OPPORTUNITIES & CHALLENGES

Relationships: The Port, the two existing shipping terminal tenants, and the longshoreman currently have a cohesive working relationship. This is a great opportunity to come into a positive working environment and continue to nurture and develop these critical relationships to ensure positive growth for the Port.

Planning for Now and Then: The shipping terminal has capital investment projects that are underway to prepare the Port for the next 20 years of shipping terminal use. These projects include: dredging, crane pad construction, pier strengthening, and getting a rail spur back into the shipping terminal. The new manager will have the exciting opportunity and challenge of ensuring complete utilization of the shipping terminal in current configuration, while also helping shape the future of the terminal as the necessary upgrades occur allowing the terminal to provide more opportunities for current or future customers.

Advantages: The incoming candidate will have an opportunity to take advantage of the Port's many positive qualities, enjoy a healthy work-life balance in an active and friendly community, and be a part of generational projects as a part of the day-to-day job. The Marine Terminal's advantages include a lack of congestion, a large amount of covered storage for break bulk cargo and available acreage for other cargo, a crane that is certified for use for containers and bulk, and a local labor force that has a strong work ethic. Additionally, the Port has a stable and cohesive leadership team who frequently seeks out creative ideas to achieve the Port's goals.

Hit the Ground Running: The Port is committed to improving the shipping terminal's infrastructure and equally excited and eager to have the shipping terminal become more active. While improvement projects will be ongoing, the current shipping terminal is available to be utilized in a variety of ways. The Port is looking for a new Business Development Manager that can approach the current shipping terminal space creatively and be strategic on how to attract new customers.

IDEAL CANDIDATE

Education and Experience:

A bachelor's degree in a related field, plus two (2) to five (5) years of increasingly responsible experience within the marine transportation environment, or an equivalent combination of education and experience is required.

Candidates shall have prior experience working with PMA stevedores or shipping lines, and productive experience working with marine-related labor relations and the PMA. A proven track record and experience in sales and marketing related to the marine transportation industry is required.

Necessary Knowledge, Skills, and Abilities:

- Be self-motivated and possess the ability to work independently and as part of a highly professional team.
- This person will have the ability to align their skills and goals with the Port's mission and goals, and be a team player ensuring everyone is consistently on the same page.
- Have established relationships in the shipping industry, and will need to continually work on and strengthen these relationships. This will require a willingness to travel to conferences, meet with different shipping lines, and be in the know on who may be moving operations to Washington.
- Have experience and skill in sales, cold calling, negotiating, and closing deals.
- Bring creative alternatives to get the Port's shipping terminal, including available land and cargo storage buildings, up to full capacity for the short-term, while also seeking long-term customers as the terminal upgrades are completed.

- Be a good communicator and maintain positive relationships with the Longshoremen Union, community members, and with other Ports of similar size in the region.
- Possess the ability to think strategically when it comes to project timelines and objectives that take time to materialize.
- The ability to take a realistic approach and understand constraints of time, permitting, and budgets when working with Port staff to assure the customer is not "over-promised" to complete a sale.
- Need excellent interpersonal communication skills and must be able to state their opinion and be direct and tactical in communication, while also listening and taking information in from all stakeholders.
- Be knowledgeable in working with federal and local government agencies, permitting processes, and grant writing.
- Bring a "can do" attitude and political acumen that allows one to promote the Port's shipping terminal business while maintaining positive relationships with the elected Board, community members, current customers, potential customers, local unions and Port staff.

UPCOMING POSITION GOALS

Short-Term Goals:

- Develop effective relationships with current Shipping Terminal tenants.
- Ensure complete utilization of the shipping terminal as is.
- Generate new leads for mid-term planning.

Mid-Term Goals:

- This role will need to execute on the leads generated during short-term goal phase.
- Shipping terminal capital investment priorities over the next 20 years include:
 1. Dredging
 2. Crane pad
 3. Pier strengthening
 4. Rail spur

Long-Term Goals:

- Maintain business and tenant relationships for a fully functioning Shipping Terminal.

COMPENSATION & BENEFITS

- **Salary: \$102,000 - \$152,000**
- Medical/ Prescription Benefits
- Dental/Vision/Orthodontia Benefits
- Employee Assistance Program
- Flexible Spending Account
- Life and AD&D Insurance
- Additional Voluntary Life/AD&D Benefits
- Long Term Disability
- Accrual begins at 23 Days Paid Time Off
- Family and Medical Leave
- Washington Paid Sick Leave
- Washington State PERS
- Deferred Compensation
- 11 Paid Holidays
- Educational/Tuition Benefits
- Optional Hybrid Work Option

For more information on the
Port of Bellingham, please visit:
www.portofbellingham.com



PORT OF BELLINGHAM
Washington State

The Port of Bellingham is an Equal Opportunity Employer. All qualified candidates are strongly encouraged to apply by **April 9, 2023** (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 Bellingham, WA – Marine Terminals Business Development 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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