



President
Washington, D.C./Remote location

The Foreign-Trade Zone (FTZ) program was created by Congress in 1934 to expedite and encourage foreign commerce. FTZs are secure areas within the United States that are considered to be outside of U.S. Customs territory for tariff purposes. FTZ benefits are available to any U.S.-based company. There are 195 active FTZs in the United States. More than 4,300 companies currently utilize the program.

The National Association of Foreign-Trade Zones (NAFTZ) was established in 1973 as the collective voice of the FTZ community in the United States and Puerto Rico. The association represents more than 650 members, including FTZ grantees, operator/user companies and service providers. The organization serves as the FTZ program's principal educator and lead advocate in demonstrating the program's value and role in changing the political and economic environment of international trade.

We seek a proven executive-level leader whose career in a similar-size or larger national trade organization has been noted by his or her ability to chart a path forward, exceptional communication skills (written and oral) and a servant leadership style. This person must exhibit success in collaborating with and convening diverse stakeholders sharing common interests and values so that the aspirations and goals of the organization are pursued in a collegial, transparent and highly participatory manner. Direct experience in the field of foreign-trade zones is not required, though general knowledge of the industry would be highly advantageous. A demonstrated passion for the mission and duty to the industry will be a must.

The successful candidate will have a proven record in visionary strategic planning and execution; a creative approach to marketing and branding; strong negotiation skills; and a comfort level being the face of the organization. We seek a leader who can work collaboratively with a team of professional employees through effective delegation, professional development and confident decision making as well as with a dedicated volunteer Board. The qualified candidate will possess a high level of business and financial acumen along with experience in continuous process improvement and increasing operational efficiencies.

The President is responsible for working with the Board of Directors to keep in mind and execute on the larger strategic business plan while overseeing the day-to-day operations and thinking objectively about the details of running the Association. Important responsibilities include planning, budget development and management, development of programs and events, coordination of committee activities, advancing the public policy agenda, and building and maintaining the relationships that are key to NAFTZ members. Performance will be highly weighted on adding membership value, establishing sound working relationships and cooperative arrangements with industry partners and related government entities/organizations/associations, and offering enlightened approaches to ever shifting association issues.

Along with these skills, some of the important personal attributes we seek include integrity, honesty, transparency, authenticity, nimbleness, optimism, humility, responsiveness, emotional intelligence, good listening skills and a sense of humor.

The President will have oversight of three full-time employees, a Board of Directors with 16 members and an annual budget of approximately \$1.5 million.

An undergraduate degree from an accredited college or university is required. Demonstration of continuing professional education, accreditation in a professional field and board leadership in a state or national nonprofit, professional or trade association would be highly desirable. A CAE (Certified Association Executive) designation would be highly desirable.

To apply, please submit a current resume and letter of introduction to Kittleman & Associates, LLC at <https://bit.ly/3nhpuv2> (click on the Apply button at the bottom of the page).

To learn more about NAFTZ, please visit www.naftz.org.