

KITTLEMAN

The First Source for Nonprofit Leaders SINCE 1963

★NAFTZ
PARTNERSHIP. PRIDE. PROSPERITY.



Position Guide

President

www.naftz.org



POSITION: President
REPORTS TO: Board of Directors
LOCATION: Washington, D.C./Remote location

MISSION

The National Association of Foreign-Trade Zones (NAFTZ), an association of public and private members, is the collective voice of the U.S. Foreign-Trade Zones Program. The NAFTZ is the Program's principal educator and the leader in demonstrating the program's value and role in the changing environment of international trade. NAFTZ is instrumental in supporting economic development objectives and global competitiveness of its members by providing a forum for disseminating relevant information and advocacy support on international trade issues.

VISION

To serve our members and partners as the premier U.S. Foreign-Trade Zones advocacy and educational organization through public-private partnerships to promote the U.S. Foreign-Trade Zones Program as an economic development tool for job creation and investment.

ABOUT THE NATIONAL ASSOCIATION OF FOREIGN-TRADE ZONES

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.

In recent years, NAFTZ has been a resolute advocate for the interests of its members and a dynamic and viable FTZ program. The organization has actively lobbied Congress and the Administration on policy issues impacting the program and stakeholders, including the continuing trade-remedies actions, implementation issues in the U.S.-Mexico-Canada Agreement and efforts to address illicit trade and forced labor. Collaborations with U.S. Customs and Border Protection and the U.S. FTZ Board, as well as numerous partner government agencies, have improved the regulation of the program and transitional changes currently underway.



THE OPPORTUNITY

The Board is looking for their new President to build upon a strong reputational foundation and grow the organization. That desired growth will result from expanded membership outreach and recruitment, revenue diversification and educational opportunities, as well as programmatic offerings that promote long-term member value. The Board is excited to partner with their new President to build upon its strategic plan and identify and implement organizational strategic initiatives.

NAFTZ has built a strong reputation as the leading voice on issues relating to FTZs and has been successful in building relationships and collaborations on the Hill and with other federal agencies such as U.S. Customs and Border Protection. It has been well known and respected over the years for its expertise and contributions to education, industry promotion, events and advocacy. In 2019, the organization conducted an economic study of the positive impacts of U.S. Foreign-Trade Zones on regional economies. With a challenging political environment, this leader will have the opportunity to seek out key partnerships and alliances to further the mission of the Association with federal legislators.



The next President will build upon past successes while working to maintain the loyal membership base and strategically pursue desired member growth. A strong, forward thinking focus on business/revenue development is going to be key to future success of the organization. Working directly with the Board of Directors, the President will be responsible for enhancing NAFTZ's role and profile as an advocate, an organization that provides top-tier member value and position the Association as the continuing leader in the field for years ahead.

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.

POSITION SUMMARY

Reporting to the Board of Directors, the President works to provide leadership, vision and direction for the organization and to develop organizational strategy. This individual will implement policies approved by the board, manage the organization's programs and operations, represent the organization and serve as its public face. They will oversee the development, implementation and evaluation of programs and services that support the NAFTZ mission. The President will lead the staff

and Board in developing a realistic annual budget and make financial decisions consistent with the budget approved by the Board, as well as manage external advisors including the General Council and Legislative Affairs. They will work closely with the Board of Directors to focus and meet the NAFTAZ's priorities, while balancing the needs of its members, membership growth and the continued promotion of the foreign-trade zones program. The President will have a strong external focus, listening to and serving the NAFTAZ members as a spokesperson, being directly involved in legislative advocacy, and nurturing effective and efficient ongoing operations including prudent financial management of the Association.

CANDIDATE PROFILE

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 NAFTAZ 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.

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.