



MARKET STRATEGY & FINANCIAL ANALYST



PORT CORPUS CHRISTI®

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People Move Our Port!

Port Corpus Christi (PCC) is currently seeking an experienced and highly motivated professional who will be responsible for performing market research, developing market strategy and conducting financial analysis as a member of our commercial team.

It is the mission of Port Corpus Christi to leverage commerce to drive prosperity. The Port's vision is "To be the energy Port of the Americas." As the **5th largest Port in the United States in total tonnage**, Port Corpus Christi, handles the goods of the world, from petrochemical to agriculture, and from wind components to iron. PCC is protected by a state-of-the-art security department, with a full police force and PCC operations are guided by the Environmental Management System, ISO 14001, providing environmental awareness and protection of assets. PCC is governed by a seven member board with appointees from the City of Corpus Christi, Nueces County and San Patricio County.

Who We Are

- Over 100,000,000 tons of Cargo in 2014 & 2015
- 66,000 Port related jobs with 200 + Employees
- \$319 Million State and Local Tax Revenue
- 45 ft deep ship channel and 22,000 acres
- Public Corporation and Texas Political Subdivision
- 10-Year \$1 Billion Capital Investment Project

In the Last Decade

- Diversification of Cargo
- Operating Revenues of Nearly \$90 Million
- Total Assets \$435 Million
- Capital Expenditures in Port Infrastructure \$261 Million
- Environmental Investments \$20 Million



The Corpus Christi Region

Corpus Christi is a coastal city in South Texas with a temperate climate and friendly people. The region, affectionately referred to as the Coastal Bend, features miles of shoreline and abundant outdoor recreational opportunities. Cultural and culinary delights abound with numerous festivals, entertainment venues and fresh seafood! The Corpus Christi area hosts millions of visitors annually. A strong local workforce is bolstered by exceptional higher education opportunities at Texas A&M University Corpus Christi and through the Del Mar College System. With a metropolitan area of nearly half a million people, Corpus Christi is a city packed with modern amenities and traditional comfort.

POSITION PROFILE

Primary responsibilities for this position include:

- Develops market strategy to deliver the PCC's unique value propositions to customers and consistently achieve competitive advantage
- Enhances the overall customer experience taking into account various aspects of the value proposition such as customization, flexibility, timing, pricing, options, etc.
- Develops, coordinates and assists in the preparation and continuing update of the PCC's Strategic Plan.
- Formulates strategies and/or suggests changes or improvements to current business plans, policies and processes.
- Develops business plans that support and introduce solutions for strategic issues that improve the PCC's mission.
- Evaluates operational effectiveness of the PCC's activities.
- Develops and maintains deep understanding of how political policies, economic trends and governmental regulations affect the PCC.
- Provides financial, strategic and tactical guidance, analysis and recommendations of PCC's existing and proposed projects, activities and initiatives.
- Compiles and analyzes data and prepares financial reports to determine effectiveness of current and past projects.
- Makes presentations to PCC Management, PCC Commission and outside organizations.
- Meets with existing and potential PCC customers to discuss use of PCC property and facility assets.
- Negotiates contracts and other agreements for assigned projects.
- Adheres to PCC policy and maintains good employee relations, assists colleagues in resolving day-to-day work issues and initiates plans to motivate staff to achieve work goals.

While performing duties, this position regularly requires sitting, speaking or hearing, using hand to finger movements; occasional standing, walking, reaching, stooping, kneeling, lifting and/or moving up to 20 pounds; working an average of eight hours per day, Monday through Friday, some weekends,

holidays and evenings; use of a personal vehicle and the ability to work or enter into restricted areas utilizing TWIC credentials.

CANDIDATE PROFILE

The preferred candidate for this position should be a results-oriented planner with a demonstrated track record in strategic planning and financial analysis. The Market Strategy & Financial Analyst is expected to be a resilient individual with effective verbal and written communication skills who can work well with PCC stakeholders, including PCC Commissioners, Senior Management, Tenants, Customers, PCC staff and the Community. They must convey professional standards and unyielding integrity and be comfortable working in a demanding environment. Requirements for the position include:

ESSENTIAL SKILLS

Education & Credentials:

- Bachelor's degree in Business, Finance or Engineering; a Master's Degree in Business Administration, preferably in finance
- Ability to obtain and maintain a Transportation Worker Identification Credential (TWIC) card during course of employment.

Experience:

- Thorough knowledge of business finance with proven financial and analytical skills.
- Use of critical thinking with a holistic approach to strategic planning.
- Demonstrated strong performance in prior roles with increasing levels of responsibility
- A history of creating effective working relationships across functional lines.
- Proven ability to explain and implement programs or practices designed to promote and enhance competitive advantages.
- Effective business communication utilizing correct English including spelling, grammar and punctuation and articulation of ideas and recommendations.
- Preparation of reports and presentations with personal computer using word processing and applications.

- Demonstrated ability to present information to community groups and governmental organizations.
- Prior Port or Public Sector experience desired.
- At least ten years related professional experience with minimum five years in management.

Job Knowledge:

- Familiar with the inner workings of relevant agencies.
- Knowledge of maritime facilities and knowledge of and strong contacts within the port community to facilitate the development of strategic relationships preferred.
- Thorough knowledge of the theories, principles and practices of management accounting.
- Knowledge of organizational and management practices and methods, including goal setting, strategy development and implementation.
- Broad knowledge of the principles, practices and techniques of instructing, planning and motivating.
- Knowledge of interpersonal and public communications techniques.

TECHNICAL SKILLS

- Proficiency in MS Office, including Word, Excel, Outlook, Powerpoint, Access database and other related applications.
- Ability to plan, direct and coordinate projects.
- Innovative problem solving with ability to concisely provide options with recommended solutions for management.
- Strong planner with a collaborative style of management.

- Strong analytical skills, with a solid customer service orientation, a history of effective partnerships and consensus building, and the ability to fit well within an energetic and dedicated team.
- Ability to operate standard office equipment and drive a lightweight highway vehicle to meetings and work related events. A valid driver's license is required.
- Strong business acumen with ability to work independently and be proactive.

Management

- Strong manager capable of motivating and energizing staff.
- Must have a hands-on approach and willingness to lead by example.
- Ability to define issues, perform research, evaluate alternatives and develop sound, independent conclusions and recommendations.
- Ability to prepare clear and concise non-technical reports, notes, correspondence and other written materials and to review, revise and edit materials.
- Ability to work well within a fast-paced environment, tight deadlines, and handling a multitude of projects and ever changing priorities.
- Must have high-level organizational and planning skills; ability to set priorities, take initiative and exercise sound independent judgment.
- Ability to understand, interpret, explain and apply PCC policies and state and federal laws related to all aspects of operations.



COMPENSATION & BENEFITS

Our employees enjoy a fabulous benefits package including:

- Competitive salary paid bi-weekly
- Texas County & District Retirement System (TCDRS) Retirement Plan
- 457 Deferred Compensation plans
- Flexible Spending Account
- Low cost Health, dental & vision insurance
- On-site wellness program
- Life insurance and Long-Term Disability plans
- Paid leave (vacation/sick/bereavement)
- Ten paid holidays
- Educational Assistance Plan
- Health Club Benefit
- Tuition Reimbursement
- Passes to local venues, such as the Texas State Aquarium and the USS Lexington Museum

Salary commensurate with experience.

APPLICATION PROCESS

Interested and qualified candidates are encouraged to apply online at www.portofcc.com or by contacting Workforce Solutions of the Coastal Bend at (361) 882-7491. Applications and resumes must be received by the PCCA Human Resources Department on or before Tuesday, July 5, 2016.

PCC leadership will review submittals and only the most highly qualified candidates will be invited for a meeting to further discuss the position. The successful candidate will undergo a background investigation and must be ELIGIBLE TO OBTAIN a Transportation Worker Identification Credential (TWIC) card in accordance with 33CFR101.514.

PCC is an Equal Opportunity Employer

