

# President & Chief Executive Officer (CEO)

Georgia Motor Trucking Association (501c6 Non-Profit Organization)

## Key Responsibilities:

The President & CEO is an officer of the association and responsible for complete oversight of the external and internal operations of the organization. The President & CEO is responsible for the development, facilitation and implementation of objectives, priorities and goals of GMTA. The President & CEO oversees the strategic direction, operations, and advocacy efforts of the association at all levels of government (local, state and federal). The President & CEO ensures the work of GMTA is beneficial to the members, the organization itself and its employees.

## Strategic Leadership

- Develop and implement the association's strategic plan, ensuring alignment with the mission, vision, and goals.
- Foster strong relationships with member companies and understand their needs and concerns.
- Identify emerging trends, challenges, and opportunities in the trucking industry and develop proactive strategies around the same.

## Organizational Management

- Provide effective leadership and direction to the association's staff of employees and/or any independent contractors.
- Control the day-to-day operations, financial management, and resource allocation of the association.
- Ensure compliance with all relevant laws, regulations, and industry standards.
- Pursue efficiencies and best practices in all areas.
- Proactively guide staff development for the benefit of GMTA and their careers.

## Board and Governance

- Serve as an officer of the association, a member of the board and of the eight-person executive committee.
- Advise the Board on issues, political matters, organizational needs and performance.
- Collaborate with the board to establish policies, priorities, and long-term objectives.
- Facilitate effective communication and engagement between the board and the association's staff.
- Implement specific board policies/goals as directed.

## Advocacy and Lobbying

- Act as the chief representative for the association, representing the interests of member companies at the state level and federal levels (in association with ATA).
- Build and maintain an industry knowledge base and facility on industry issues.
- Maintain role as a trustworthy source for industry knowledge among government officials.
- Build and maintain relationships with policymakers, regulatory bodies, and other stakeholders.
- Develop and implement effective advocacy strategies to influence legislation and regulations impacting the trucking industry.

## Membership Development and Engagement

- Develop and implement strategies to attract and retain members.
- Foster community and engagement among member companies, with particular emphasis on the Board of Directors.
- Represent the association at industry events, political events, and outside groups as well as conferences, and meetings, exercising good judgment on the dedication of time and resources to the same.
- Oversee member communications and publications.

## Fundraising and Resource Development

- Identify and pursue funding opportunities, including grants, sponsorships, and partnerships.
- Innovate and implement positive margin programs and commercial transactions for GMTA, including meetings, education seminars and products, investing, and real estate.
- Be responsible for the operations of GMTA's 501c3 charitable foundation to support its initiatives and efforts.
- Be responsible for GMTA's TruckPAC political action committee.

## External Relations and Communication

- Serve as the public face and spokesperson for the association.
- Develop and maintain relationships with media, industry partners, and other stakeholders.
- Oversee the association's communication and marketing efforts, including website, social media, and publications.

## Qualifications (preferred and/or required)

- Bachelor's degree in business administration, public policy, or a related field; advanced degree preferred.
- Minimum 10 years of effective leadership experience in a non-profit or association setting.
- Positive track record in managing, developing and guiding staff.
- Record in advocacy and influencing public policy is preferred.
- Evidence of strong financial management and budgeting skills.
- Experience working with, for, and/or on boards of organizations.
- Facility with a wide variety of businesses and/or business operations, contracts and legal matters is highly valuable.
- Excellent communication, public speaking, and interpersonal abilities.
- Proven ability to engage in "lateral thinking" and/or experience in strategic planning.
- Demonstrated ability to build and maintain effective relationships with diverse stakeholders.
- Knowledge of the trucking industry and its regulatory environment is highly desirable.
- Commitment to the mission and values of the Georgia Motor Trucking Association is essential.

This is a highly visible and influential role within the state's trucking industry. The successful candidate will bring integrity and passion, be a strategic thinker, effective communicator, developer of people, innovative, flexible, and a skilled leader effective at advocating for the interests of the association's members.

For additional details, visit [gmtaexecutivesearch.org](http://gmtaexecutivesearch.org)