

Position: Vice President, Sustainable Transportation

Corporate Location: 1100 New Jersey Ave, SE (Suite 850) - Washington, DC 20003

FLSA Classification: Exempt

Reports to: Chief Operating Officer

About ITS America:

The Intelligent Transportation Society of America (ITS America) is the nation's largest organization dedicated to advancing the research and safe deployment of intelligent transportation technologies to save lives, improve mobility, promote sustainability, and increase efficiency and productivity. To achieve its mission, ITS America convenes leaders that represent different facets of the transportation industry to create an environment that fosters innovation; promotes a legislative and regulatory environment that supports investment in and the deployment of intelligent systems; and conducts research, educates stakeholders, and builds awareness of advancements in smart transportation technologies.

Position Summary:

Reporting to the Chief Operating Officer, the Vice President of Sustainable Transportation will be responsible for establishing and growing ITS America's technical portfolio in support of sustainable transportation and energy efficient and renewable energy programs, and seek to develop business opportunities with the U.S. Department of Energy or other related federal agencies to secure contract income.

The Vice President of Sustainable Transportation will manage the Energy portfolio within ITS America and work closely with the Vice President for Technical Programs to coordinate on potential collaboration opportunities with the organization's transportation portfolio.

The ideal candidate will be a recognized subject matter expert within the Energy/Sustainability sector and be able to serve as a technical resource to the organization. They should have experience creating proposals and winning projects, as well as managing projects and client relationships, with a preference for experience working with government clients.

General Duties

- Identify new work to grow business and secure a portfolio of work within the Energy sector
- Manage Energy related programmatic efforts striving to establish government contract work (U.S. DOE) and increase revenues and profitability
- Pending award of contracts, perform project management duties which would include, but not be limited to financial tracking, invoicing, creating/maintaining project management plans, maintaining/updating deliverable trackers, contract negotiations with clients and subcontractors as needed
- Review deliverables and provide quality control
- Serve as the central point of contact for all Energy related client interactions and inform ITS America senior/leadership staff on client engagement activities when needed

- Serve as a subject matter expert/technical lead on Energy related projects
- Represent the organization in Energy related technical settings
- Seek out opportunities to leverage work/projects that directly relate or overlap with the mission of ITS America
- If needed, provide support to ITS America events/shows:
 - Attend and staff as needed
 - Assist with programming – e.g., organize sessions, recruit speakers, develop ideas for sessions
 - Moderate sessions where needed/appropriate
- Provide input into prospective members by leveraging networks

Qualifications, Knowledge and Skill Requirements:

- Bachelor's degree required, plus 7+ years of business development experience
- Background in sustainability, electrification, and emerging technologies is required
- 5+ years of project management experience preferred
- Experience writing proposals, pitching and securing contracts required
- Highly collaborative style; working with teams; experience developing and implementing communications strategies
- A strong track record as an implementer who thrives on creating, implementing, and managing a variety of key initiatives concurrently
- Must be a self-starter, with a proven ability to work independently, and manage budgets and time
- Demonstrated ability to manage multiple projects of various sizes and associated deliverables
- Excellent written and verbal communication skills, including editing, and the ability to present information in a clear and compelling manner
- Ability to effectively engage with clients and maintain good standing relationships
- Strong public speaking and presentation skills
- Excellent organizational and interpersonal skills with the ability to multi-task
- Proficiency in Microsoft Office is required (Microsoft Word, Excel, PowerPoint, Project)

Travel Requirements:

- Overnight, non-local travel ~ 15% of the time

Physical Demands:

- Tasks involve some physical effort, including light to moderate standing and walking, frequent light lifting (up to 15lb.), and minimal dexterity in the use of fingers, limbs, or body in the operation of routine office equipment. Tasks may involve extended periods of time at a computer to perform majority of the work.
- Extended period of sitting at a workstation or desk. Manual dexterity to work efficiently on computer keyboard for data entry and use other electronics and equipment routinely found in a professional office setting.



- Traveling out of the office for meetings with clients and members, both current and prospective.

- Tasks require:
 - Sound perception and discrimination
 - Visual perception and discrimination
 - Oral communications ability

Work Environment:

All employees are responsible for their own safety, as well as that of others in the workplace. To help us maintain a safe workplace, everyone must be safety-conscious at all times. This position is performed in a typical office environment where the noise level is usually quiet to moderate. Work may occasionally be performed in a public setting or venue such as conferences or workshops where moderate to loud noise from multiple ongoing conversations and presentations may be simultaneously occurring. While performing the duties of this job, the employee is occasionally exposed to moving mechanical parts and vehicles. Safe use of equipment, as well as safe practices while on ITS America or Customer property is essential. Consideration will be given to a remote, virtual working environment.

Disability Specification:

ITS America will make reasonable accommodations in compliance with the Americans with Disabilities Act of 1990 and its amendments as well as other applicable local and state employment and disability laws. ITS America is an Equal Opportunity Employer (EOE).