



Position: VP Industry Partnerships, Metropolitan Transportation Authority (MTA)

About:

The **MTA** is North America's largest transportation network, serving a population of 15.3 million people across a 5,000-square-mile travel area surrounding New York City through Long Island, southeastern New York State, and Connecticut. The **MTA** network comprises the nation's largest bus fleet and more subway and commuter rail cars than all other U.S. transit systems combined.

- The **MTA** has begun work on its \$51.5 billion 2020-2024 Capital Program, by far the largest in MTA history.
- 1 trillion in Physical Assets: the MTA is North America's largest public transportation system; the MTA has a \$15.1 billion annual operating budget and owns assets valued at \$1.0 trillion.
- 8.8 million Customers Daily: the MTA system encompasses 736 railroad and subway stations; 2,080 miles of track; 8,889 rail and subway cars; 5,725 buses; 7 bridges; and 2 tunnels.
- Reducing Greenhouse Gases: Thanks to MTA transit, New York is the most carbon-efficient state in the nation. The system prevents 17 million metric tons of pollutants per year, while emitting only 2 million metric tons. This makes MTA the single greatest reducer of greenhouse gases in the United States.
- Expanding Public Art: As part of its public mandate, the MTA runs one of the world's largest, most critically acclaimed public art programs. It includes more than 300 major permanent installations by local and world-renowned artists, along with exhibitions and events, a poetry program, and a roster of performing musicians.
- Active Counterterrorism: Since 9/11, the MTA has been a leader in national security; our "If You See Something, Say Something" public campaign has been adopted across the nation. The MTA Police Department runs special units in conjunction with the interagency counterterrorism task force. The department's K-9 Unit is one of the nation's foremost facilities for K-9 security and Anti explosives training.
- World-Scale Engineering Projects: the MTA oversees some of the nation's largest infrastructure, engineering, and architectural megaprojects, including the immense tunneling and construction work involved in the Second Avenue Subway and the LIRR's eight-track extension into a new train terminal 100 feet below Grand Central Terminal.
- An Innovator in New Technologies: In addition to advancing transportation technologies, the MTA is now at the forefront of many new IT innovations, from customer apps and fare systems to Bluetooth train signaling, vehicle tracking, 3D structural imaging, and cybersecurity.

Benefits:

The **MTA's** provision of safe, clean, efficient public transportation is the lifeblood of the New York City area, one of the world's major economic hubs. It opens employment opportunities for millions of area residents, linking them to jobs miles from their homes. It revives old neighborhoods and gives rise to new business corridors. It links millions of residents and visitors to cultural, educational, retail, and civic centers across the region.

The **MTA** values its employees and MTA employees value their jobs. The average tenure at MTA is 10.4 Years. That's 3x longer than the national private sector average (3.7 years). MTA employee contributions are more affordable than in large private companies. MTA offers excellent individual,

family, and domestic partnership healthcare coverage under the New York State Health Insurance Program (NYSHIP).

Job Summary:

The Vice President, Industry Partnerships has responsibility for developing and fostering relationships with the construction and transportation industries in support of C&D's mission to deliver projects more efficiently and effectively. This position will spearhead outreach to industry groups to expand competition, promote innovation, and facilitate MTA C&D becoming a better business partner.

Job Duties and Responsibilities Include:

- Promote the Capital Program to contractors, suppliers, vendors, and other industry groups.
- Lead outreach and communication to industry groups to expand competition.
- Oversee dialogue with existing contractors around how MTA C&D can be a better business partner to de-risk or more appropriately manage risk to result in lower bids or higher value investment.
- Identify contractors who have historically not done business with the MTA and address their concerns.
- Attend conferences and other industry events to develop new industry relationships on behalf of MTA C&D.
- Influencing research and development in the infrastructure, transportation, technology, and construction sectors in support of MTA C&D's objectives.
- Assist in alternative project delivery and financing methodologies, such as public-private partnerships, design-build-operate-maintain arrangements, etc.

Qualifications and Requirements Include:

- A Bachelor's degree in Engineering, Architecture, Construction Management, Business Administration, or a related field (advanced degree preferred). An equivalent combination of education and experience may be considered.
- Substantial experience in progressively responsible roles in program management, project management, engineering, architecture, or a related field.
- Strong project management experience with a proven track record of completing projects on time and within budget. Significant experience in project management for major construction projects or projects with highly complex systems preferred.
- Substantial experience in a managerial/leadership role.
- Substantial experience leading and managing contractors, subcontractors, or vendors.
- Proven ability to collaborate with a broad range of stakeholders and drive outcomes.
- Must have significant demonstrated networking and relationship-build experience.
- Must have proven track record of overcoming barriers to market participation.
- Excellent communication and interpersonal skills.
- Excellent organizational and presentation skills.
- Demonstrated ability to work with individuals at all levels of a large organization.
- Excellent project management skills with the ability to plan and manage projects by aligning business goals with solutions to drive process improvements
- Prior experience achieving organizational change and targeted performance goals.
- Must be a proven leader as a change agent and creative/innovative thinker.

- Must have focus and ability to deliver on results, organizational effectiveness, development, and continuous improvement.
- Must possess proven leadership ability, sound judgment, effective verbal and written communication skills, and the ability to resolve conflicts and balance competing priorities.
- Must possess excellent team building, listening, problem solving, and prioritization skills.
- Proficient computer skills (i.e., Windows environment, Microsoft Office, Primavera, etc.), and strong business administrative skills (i.e., presentations, report and letter writing, time management, etc.).

This position is being handled directly by DGP Only. To apply, please send your resume to David Gomez at David@davidgomezpartners.com, Kelly Collins at kcollins@davidgomezpartners.com and Carrie Ann Dickson at cdickson@davidgomezpartners.com.