



## **Vice President, Transportation**

### **Background**

Government Sourcing Solutions (GSS) is seeking to hire a highly qualified current or former public sector transportation leader to serve as the firm's first Vice President of Transportation. This subject matter expert will be responsible for developing and implementing GSS' transportation business development strategy as we seek to build out a new practice to sit alongside our widely successful procurement practice.

GSS is a government procurement consulting firm focused on helping public sector executives accomplish their missions through a best-practice procurement process we developed called Cooperative Sourcing. Cooperative Sourcing allows governments to implement competitively-sourced contracts much faster than traditional methods. Since its founding in 2005, GSS has helped thirty states and dozens of large cities and counties implement Cooperative Sourcing, resulting in millions of dollars of savings. The GSS team consists of former public procurement officials with more than 100 years of public sector experience.

### **Minimum Skills, Traits and Qualifications**

- Minimum five years' experience managing a large public transportation department, or 10 years' experience managing one or more divisions within a large public transportation department, with a record of integrity, innovation and accomplishment.
- Strong relationships with transportation officials across the country. Active involvement and leadership in national or regional organizations like AASHTO, NASTO, AAMVA or NACTO is highly desirable.
- Broad knowledge and understanding of the public transportation environment, and familiarity with current practices and emerging trends nationwide.
- Ability to present as a panelist and subject matter expert to diverse audiences, which may include high level government officials.
- Outstanding communication/presentation skills, both verbal and written.
- Proficiency with applications like Microsoft PowerPoint, Excel, Word, Outlook and ability to learn web-based applications like Salesforce.com.
- Entrepreneurial mindset, ability to quickly learn new topics, attention to detail, strong drive and work ethic, and ability to travel.

### **Role/Duties**



The Vice President, Transportation will be responsible for developing and implementing a plan to increase usage of GSS's Cooperative Sourcing procurement method by large transportation departments at a variety of government levels across the country. Responsibilities include, but are not limited to:

- Working with transportation leaders across the country to help them implement Cooperative Sourcing contracts.
- Building and maintaining strong working relationships with transportation officials and their senior staff members.
- Developing a portfolio of transportation industry business partners that will complement the GSS business partner portfolio of industry leading suppliers.
- Maintaining a knowledge and awareness of trends in public transportation and sharing that insight with GSS team members, business partners and other stakeholders
- Attending and participating in relevant trade association conferences.
- Participating in conference calls with the GSS team and our business partners.
- Maintaining updated records within our CRM system, Salesforce.com.
- Regular travel (roughly 7-9 days per month) to meet with transportation officials and other senior government leaders.

### **Terms**

- Work location: GSS is headquartered in Washington, DC which is the ideal location for this position. Accommodations may be made for candidates if relocation is impossible.
- Compensation will include salary and performance-based compensation.
- All legitimate and approved expenses will be paid for or reimbursed by GSS.

Interested candidates should send a current resume to [VPTransportation@govsourcing.com](mailto:VPTransportation@govsourcing.com).