

A panoramic view of the Seattle skyline under a clear blue sky. The Space Needle is prominent on the left. In the background, snow-capped mountains are visible. The foreground shows various city buildings and a bridge on the right.

WHPacific **Seattle, Washington**

**WHPacific Invites Applications
for Aviation Project Manager**

WHPacific

Executive Search Services Provided by ADK Consulting & Executive Search



THE COMPANY

WHPacific serves its clients throughout the country and beyond with fully integrated professional services. WHPacific delivers its wide range of services through 400 in-house staff and specialty consultants to meet the needs of its diverse clientele.

The company is consistently ranked among the nation's top 500 design companies by Engineering News Record, with our ranking for 2014 at 202. WHPacific is owned by NANA Development Corporation and certified by minority development councils throughout the western U.S.

WHPacific has provided transportation planning and design services to communities large and small for well over 30 years. This includes the full range of transportation infrastructure projects – everything from roadways and highways, to bridges, airports and multi-modal transit. Each transportation system is uniquely designed, carefully planned to meet our clients' needs.

WHPacific is a minority owned and operated business as certified by the National Minority Supplier Development Council (NMSDC). We are wholly owned by NANA Development Corporation, which is the business arm of NANA Regional Corporation, Inc. (NANA) (www.nana.com) in Kotzebue, Alaska. NANA is a private for-profit corporation representing the interests of more than 13,000 Iñupiat shareholders who are descendants of the first people to populate northwest Alaska over 10,000 years ago. NANA is one of 12 land-based Alaska Native Corporations created under the Alaska Native Claims Settlement Act of 1971.

WHPacific's Aviation group offers broad engineering capabilities with proven experience. Our extensive experience, coupled with our knowledgeable staff, enables us to assemble multiple project teams of various sizes appropriate to meet challenging project requirements.

Our Aviation staff are highly familiar with general aviation, business, and commercial needs, as well as FAA design guidelines, contract provisions, technical specifications, contracts, grant administration and other procedures. We maintain a current library of FAA forms, design guidelines and specifications, and routinely deal with FAA matters for our clients.

- Aviation System Planning
- Airport Master Plans
- Airport Action Plans
- Airfield Modeling & Analysis
- CIP Planning & Development
- Community Involvement Support
- Construction Phase Support
- Infrastructure Design
- Runway, Taxiway & Airport Design
- Hangar Development
- Site Selection Studies
- Visual Aids
- FAA & State Technical Requirements
- FAA, State, Local & Grant Requirements



THE COMMUNITY

Bothell, Washington, where this office of WHPacific is located, sits 15 miles north of downtown Seattle. Seattle lies on a narrow strip of land between the salt waters of Puget Sound and the fresh waters of Lake Washington. Beyond the waters lie two rugged mountain ranges, the Olympics to the west and the Cascades to the east. It is a city built on hills and around water, in a mild marine climate that encourages prolific vegetation and abundant natural resources.

White settlers came to the Seattle area in 1851, establishing a townsite they first called New York, and then, adding a word from the Chinook jargon meaning "by-and-by," New York-Alki. They soon moved a short distance across Elliott Bay to what is now the historic Pioneer Square district, where a protected deep-water harbor was available. This village was soon named Seattle, honoring a Duwamish Indian leader named Sealth who had befriended the settlers.

Seattle terrain is hilly (the city is built on seven adjacent hills) and green. There are over 150 bridges in use in Seattle, helping people travel over the many waterways in the city. 3.2 million people live in the Greater Seattle Area. About 570,000 live in Seattle itself.

Seattle, the Emerald City, has many unique points of interest that resonate with both residents and visitors.

You will enjoy:

- The Seattle Space Needle
- Pike Place Market
- EMP (Experience Music Project)
- The original Starbucks

Arts and Culture - While Seattle is well known as the birthplace of grunge, we're also home to more traditional musical delights, such as one of the world's most recorded symphony orchestras and our renowned Seattle Opera, both of which enchant audiences year after year with their compelling performances. This "City of Music" offers more than eighty clubs and venues presenting live music on a regular basis, allowing you to choose anything from a sizzling jazz trio to your new favorite rock band. We're also recognized as one of the county's great theatre centers. Groups like Seattle Repertory Theatre, ACT and The 5th Avenue Theatre offer everything from world-premieres and new works to award-winning interpretations of the classics. The historic Paramount and Moore Theatres host touring concerts and Broadway shows, while over fifty other theatres produce inspired work by emerging artists. And that's just the beginning. From the grand artistry of Pacific Northwest Ballet to a poetry reading in the most intimate setting, Seattle will set the stage for you.

Shopping - Shopping is a personal experience and the Pacific Northwest offers a wide range of them. Seattle's diverse neighborhoods offer virtually every type of shopping imaginable, from outdoor gear to trendy threads. Downtown shoppers will find the latest looks at the multi-leveled Nordstrom flagship store, the always on-trend finds at Macy's Clothing Brand, to-die-for jewelry and watches at Tiffany & Co. and countless other favorite shops. Many boutiques are found in the Ballard area; the hippest shoes, fashion-forward clothing and must-have home décor at small, indie shops all along Ballard Avenue NW. In Belltown, you will discover astonishingly gorgeous glass works at Canlis Glass Gallery & Studio and Seattle Glassblowing Studio & Gallery, plus other artsy shops and galleries. If you're a foodie, you'll love the International District: Uwajimaya's row upon row of exotic Asian groceries, which you'd be hard pressed to find anywhere else, as well as dishes, cookware and other incredible gift items.



THE COMMUNITY *(continued)*

Sports - The Seattle area is full of great spectator sports options that provide fans a near year-round schedule of games and events to watch. **Seattle Mariners - Major League Baseball:** The Mariners call Safeco Field, just on the edge of Pioneer Square, home. The team plays from April through October at the 47,116-seat stadium. **Seattle Seahawks - National Football League:** From September through early January, the Seattle Seahawks play eight regular-season home games at CenturyLink Field, which is located just to the north of Safeco Field. Home of a fervent 12th-man crowd, CenturyLink Field is considered one of the loudest stadiums in the NFL. **Seattle Sounders FC - Major League Soccer:** The Sounders FC debuted in 2010 as one of the MLS' newest expansion teams. The club plays at CenturyLink Field from March through October. **Emerald Downs - Horse Racing:** The premier thoroughbred racing venue in the Pacific Northwest is located in Auburn, WA, about 20 minutes from Seattle. The live racing season runs from April through September with year-round multicard simulcasting.

Outdoor Activities - When the sun comes out, Seattle's outdoor-oriented culture shines, which means that adventurous activities, many within city limits, are bountiful. Seattle is bordered by a whole lot of water, which makes touring one of the many waterways a unique way to enjoy the sights. There are numerous self-guided trip options and rentals available — don't worry, sea kayaking is easy enough for a beginner to comfortably head out without a guide — including paddling from Portage Bay to the Arboretum, Lake Washington or Lake Union. A trip through Portage Bay to check out houseboats, yacht clubs and a little nature will take about an hour. Heading farther out to the other locations can take two hours or more. Try packing a lunch for a picnic at Madison Park Beach on Lake Washington. Guided tours, including sunset and full moon paddles, are also available. Some of the outfitters that can get people started on a kayaking adventure include Evergreen Escapes and Alki Kayak. For those looking for an even bigger water adventure, places such as the Center for Wooden Boats, Electric Boat Co., Adventuress, and Mallory Todd can get people sailing, yachting and virtually everything in between that involves boating.

IMPORTANT LINKS

[Visiting Seattle - City of Seattle](#)

[Visit Seattle](#)

[704 Things to Do in Seattle, WA | TripAdvisor](#)



JOB DESCRIPTION

The primary focus of this position is to continue the development of the commercial services aviation market for WHPacific, including small, medium, and large hub airports. Secondary focus is to continue to support the pursuit of select general aviation (GA) airports. This position is also responsible for managing projects profitably.

The chosen individual will have exceptional abilities to bring in new business, increase profits, achieve results, and lead the Seattle Aviation Group to continue growth and elevated status. The Aviation Project Manager will be responsible for identifying and capturing sales, and coordinating with key professionals in other office locations across the Enterprise to ensure efficient implementation of our business development and long term strategic initiatives.

Business Development

- Markets our Aviation business line.
- Leads marketing strategy for Seattle office.
- Implements account penetration strategies, identify market trends, key clients and markets and pursuit priorities.
- Finds and develops new business within existing clients/project base.
- Leads business development activities, with a strong focus on closing deals, and working with project staff to develop pursuit strategies.
- Coaches project managers in pursuit strategies.
- Oversees and directly participates in the preparation of marketing proposals, including proposals, scopes of work, and cost strategies.
- Coordinates and participates in cross-sales activities with other business lines.

Project Management

- Administers and coordinates project contracts.
- Develops and manages project scope, budget, and schedule using company's Earned Value Management tools.
- Provides project monthly reports on scope, budget, and schedule.
- Manages multiple projects or one larger project.
- Reviews and edits contracts in coordination with legal staff.
- Follows company QA/QC processes.
- Understands the role and function of each team member.
- Assembles and manages project teams.
- Manages and is responsible for all aspects of the project over the life of the project (initiate, plan, execute, control, close).



THE IDEAL CANDIDATE

The ideal candidate will have extensive experience with Commercial Service and General Aviation Airports and in the planning, design, and/or construction management of aviation facilities. Additionally, this candidate will have knowledge of aviation facility funding processes and funding sources and of FAA requirements and standards. The successful candidate will have a demonstrated track record of using project management programs to complete projects on time and on budget and a good understanding of Earned Value project management tools and techniques.

JOB REQUIREMENTS

To be considered, candidates must have a Bachelor's degree in engineering, architecture or related field, a minimum of ten (10) years successful experience in A/E firms and 5+ years project management experience. Professional registration is strongly preferred, as is Project Management Professional (PMP) certification.

SALARY & BENEFITS

The starting salary range for this position is \$105,000 – 115,000 DOE with an extraordinary range of benefits.

HOW TO APPLY

A. Please submit, in PDF format, a cover letter, resume, and a minimum of five professional references. The references should be diversified and include at least one individual for whom you have worked directly, and one individual who has reported directly to you. Include their contact information (email and telephone number) and specify your working relationship with each of your references.

Send to ADK Executive Search at: WHP@adkexecutivesearch.com

B. Your submission should include a separate supplement, in PDF format, with responses to the following:

1. In your project management experience, whether public or private sector, what has been your greatest success? What are a couple of the reasons this project was successful?
2. What is your experience dealing with state and federal funding agencies in aviation?
3. Why do you feel that this position is right for you at this time in your career?

C. Please complete the ADK employment application form at: [ADK Application Form](#) (this is a secure link). For the 3-letter identifier in the form, use WHP.



Filing Deadline: Open until filled

Only complete electronic submissions will be considered.
Email questions to: WHP@adkexecutivesearch.com