



**WHPacific**

WHPacific Invites Applications for Two Career Opportunities

**Aviation Project Manager**

Portland, Oregon

**Aviation Project Manager**

Seattle, Washington

*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](http://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 OF PORTLAND

Portland is the largest city in Oregon and the seat of Multnomah County. It is located in the Willamette Valley region of the Pacific Northwest, at the confluence of the Willamette and Columbia rivers.

Portland's location is beneficial for several industries. Relatively low energy cost, accessible resources, north-south and east-west Interstates, international air terminals, large marine shipping facilities, and both west coast intercontinental railroads are all economic advantages.

Portland is a city that has something to offer for everyone, whether you're into upscale dining and shopping, or you prefer to spend your time on an outdoor adventure.

**Food and drink:** Looking for craft beer? Maybe an award-winning restaurant or a scenic hike? In Portland you'll find all of that and more. Whether you're a sightseer, urban adventurer, foodie or beer geek — or a fusion of all four — Portland has something to satisfy your hunger.

**Street Scene:** No two neighborhoods are the same in Portland, a city with rich heritage, diverse interests and vibrant DIY culture. From Alberta's arts district to Division's unparalleled food scene, each neighborhood has its own unique personality. Walk, pedal or drive your way through all nine areas. East Portland's emerging Jade District is an epicenter of authentic Asian cuisine and cultural experiences. You can sample the area's tastiest

bowls of pho, dim sum feasts and banh mi. The neighborhood's signature celebration, the August Night Market, is as close as you'll get to Asia without buying a ticket.

**Around the Region:** There are few places in the country where you can surf, ski and go wine tasting all in one day. But Portland is less than two hours away from the gorge's breathtaking scenery, Mount Hood's alpine beauty and the rugged, windswept Oregon Coast. In less than an hour, you will be transported to some of the most gorgeous scenery in the country, along with a multitude of outdoor and adventure options.

**Events and Festivals:** From food and drink to music and parades, Portland finds something to celebrate all year long. The Portland Saturday market from March to December is the place to see and be seen while stocking up on local arts and crafts, fresh produce, and gourmet food options. March is the Portland Dining Month, where more than 100 top eateries offer a full month of delicious deals, serving three courses for one low price. In the summer, music is in the air in Portland — even at the zoo. This summer concert series features national acts like Lucinda Williams and “Weird Al” Yankovic. Arrive early to claim a spot on the lawn, then see the animals before the show. The fall brings Feast Portland: Portland's wildly successful international food and beverage festival celebrates Oregon's bounty and showcases culinary talents both local and global.



## THE COMMUNITY OF SEATTLE

The Seattle office of WHPacific is located in Bothell, WA, 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.

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.

**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. **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. Other sports events include **Seattle Sounders FC - Major League Soccer** and **Emerald Downs - Horse Racing.**

**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 including paddling from Portage Bay to the Arboretum, Lake Washington or Lake Union.



## JOB DESCRIPTION

The primary focus of both positions 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 individuals will have exceptional abilities to bring in new business, increase profits, achieve results, and lead the Seattle and Portland Aviation Groups to continue growth and elevated status. The Aviation Project Managers 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 respective location (Portland or Seattle).
- 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 \$115,000 – 130,000 DOE with an extraordinary range of benefits.

## HOW TO APPLY

A. Please submit, in PDF format, both a cover letter and résumé. One file is appreciated. Please do not send your cover letter in the body of an email. Send your PDF files to ADK Executive Search at:

[WHP@adkexecutivesearch.com](mailto:WHP@adkexecutivesearch.com)

B. Please complete the ADK employment application form at: [ADK Application Form](#) (this is a secure link).



Filing Deadline: Open until filled

Only complete electronic submissions will be considered.

Email questions to: [WHP@adkexecutivesearch.com](mailto:WHP@adkexecutivesearch.com)