

President and Chief Operating Officer – American Transportation Research Institute (ATRI) www.TruckingResearch.org

Location: Atlanta, GA (40% travel required)

Reports to: ATRI Board of Directors

About the American Transportation Research Institute

The American Transportation Research Institute (ATRI) has been engaged in critical transportation studies and operational tests since 1954. ATRI is a 501(c)(3) not-for-profit research organization headquartered in Washington, D.C., with offices in Atlanta and Minneapolis.

ATRI's primary mission is to conduct transportation research, with an emphasis on the trucking industry's essential role in a safe, efficient and viable transportation system. ATRI's research focus areas include: Workforce Development; Congestion and Mobility; Economic Analysis; Safety and Security; Technology and Operations; Environment; and Transportation Infrastructure.

Position Summary

The ATRI President serves as the Institute's chief executive, responsible for providing visionary leadership, advancing ATRI's mission, and ensuring the Institute's long-term growth and sustainability. Reporting directly to the ATRI Board of Directors, the President will be a strategic leader with deep knowledge of the trucking industry, proven fundraising and organizational management skills, and the ability to engage with industry stakeholders at all levels.

Key Responsibilities

1. **Strategic Leadership.** Develop and execute strategies that expand the Institute's research portfolio to positively impact the industry's safety and productivity.
2. **Stakeholder Engagement.** Strengthen and expand relationships with motor carriers, industry suppliers, public sector partners and industry associations.
3. **Fundraising and Financial Oversight.** Secure resources through charitable contributions and government contracts; oversee financial management to ensure stability and growth.
4. **Board Relations and Governance.** Partner effectively with the Board of Directors and Research Advisory Committee; ensure transparent communication and collaborative decision-making.

5. **Organizational Management.** Lead, develop, and inspire staff to achieve organizational goals and maintain a culture of integrity, collaboration, and high performance.

Required Qualifications

- Proven executive leadership experience in an association, nonprofit or corporate environment.
- Deep understanding of the trucking and transportation industry.
- Strong track record of fundraising, partnership development, and financial stewardship.
- Exceptional writing, communication and public speaking skills; ability to communicate complex research results to varied audiences; ability to represent ATRI as a respected voice in the industry and with policymakers.
- Experience in media relations and social media outreach.
- Experience leading and motivating high-performing teams.
- Bachelor's degree required; master's degree preferred.

Key Leadership Attributes

- Executive presence with the ability to engage diverse stakeholders.
- Visionary mindset with a focus on innovation and growth.
- Collaborative style with strong interpersonal and relationship-building skills.
- Commitment to advancing safety and productivity in the trucking industry through data and scientific analysis.

Application Process

Interested candidates should submit a resume and cover letter, including salary requirements to: atripresident@trucking.org.

Applications must be received before **July 10, 2026**. Confidentiality will be maintained throughout the process.