



Job Description

Revised Date: September 2025

Title: Chief Commercial Officer
Location: Ports of Indiana – Indianapolis Office
Supervisor: Chief Executive Officer
FLSA Status: Exempt

BACKGROUND:

Ports of Indiana is a statewide port authority operating three ports on Lake Michigan and the Ohio River that generate \$8.7 billion in annual economic impact for the state economy. The quasi-governmental enterprise oversees \$300 million in assets, including 2,800 acres of multimodal real estate, 1 million square feet of industrial warehousing and storage facilities, three short-line railroads, multiple transload terminals, and a statewide network of foreign-trade zones. This self-funded organization has launched a strategic growth initiative designed to double its value to the state economy and is building a dynamic team to support this rapid-growth initiative.

JOB SUMMARY:

The Chief Commercial Officer (CCO) position is being created as a new role to lead and execute commercial strategy, drive revenue growth, foster strategic partnerships, and promote regional economic development. The role oversees commercial activities of a statewide port authority, including business development for maritime, real estate, rail, cargo, foreign-trade zone, and container operations. The CCO will be critical in positioning the organization as an innovative driver of economic growth and a competitive global logistics hub providing Indiana with modern facilities for delivering freight via barge, ship, rail, and multimodal services.

MINIMUM REQUIREMENTS AND QUALIFICATIONS:

The position requires a bachelor's degree in business or a related field, 10+ years of related experience, and proven success in leading a business development team. Qualifications include strong leadership skills, the ability to analyze data and market trends, experience leading cross-functional teams, and proficiency in financial management. Beneficial areas of expertise include commercial port development, industrial real estate, rail and maritime shipping, global logistics, container operations, bond financing, marketing, and new venture development.

PRIMARY DUTIES AND RESPONSIBILITIES:

	Description
1.	Develop and implement commercial strategies aligned with long-term strategic goals. Identify market opportunities and lead initiatives to attract customers and partners, grow existing business and economic value, and develop new ventures and revenue streams.
2.	Develop a strong culture among cross-functional teams that aligns commercial, business development, and marketing around maximizing the organization's value and competitive position in global supply chains while balancing business needs and public sector awareness.
3.	Build strong relationships with key stakeholders, including customers, logistics providers, industry leaders, economic development partners, and community leaders. Represent the organization at conferences, tradeshow, industry events, and public forums.
4.	Oversee commercial planning activities, including market research, pricing analysis, sales strategy, lead generation, new business pipeline, and competitor analysis.
5.	Oversee the implementation and growth of new initiatives, including port expansions, new container services, foreign-trade zones, bond financing, transload operations, and rail services.