



Arizona Trucking Association

invites your interest in the position of

PRESIDENT & CEO

The Arizona Trucking Association is the voice of the trucking industry in Arizona, representing motor carriers and allied industry companies across the state. Our mission is to promote leadership, advocate sound transportation policy, and support a safe and efficient goods movement system.

Apply by August 28



An Outstanding Career Opportunity

The Board of Directors is seeking a dynamic, engaging, and highly qualified professional for consideration for the President & CEO position with the Arizona Trucking Association (“ATA” or “Association”). This is an exciting opportunity for an experienced executive with strong leadership skills to manage a member-centric organization and further expand the impact and reach of services offered, including legislative advocacy on behalf of its membership. The President & CEO will also serve as Executive Director of the Arizona Trucking Association Foundation (ATA Foundation), the Association’s affiliated 501(c)(3) charitable and educational arm. The President & CEO must be thoroughly committed to the Association’s mission, with the ability to deal with a wide array of members, stakeholders, and supporting organizations in the fast-paced world of trucking throughout Arizona and the nation.

ATA's History and Today

Since 1937, and continuing through today, the Arizona Trucking Association has provided membership-exclusive benefits that advance the long-term, sustainable profitability of motor carriers and suppliers. Those benefits include legislative and regulatory representation, advocacy, safety programs, training, education, public relations, image enhancement, networking, and leadership development.

The Arizona Trucking Association is a member-driven organization serving the businesses that operate trucks in Arizona and the companies that provide products and services to those companies. Membership ranges from small, family-owned businesses to major interstate carriers, with approximately 330 member companies in ATA today. Membership is expected to grow as Arizona’s economic footprint expands and the Association advances a dedicated and focused approach to addressing future and ongoing challenges facing the trucking industry.

Governing Structure

ATA is governed by a 44-member Board of Directors comprised of representatives from across the membership. The Association also encompasses the Arizona Trucking Association Foundation, governed by its own 14-member Board, which oversees scholarship, safety, outreach, and grants management programs for the industry.

The purpose-built ATA headquarters is located in Tolleson, Arizona (Phoenix metro area) and includes a small, dedicated professional staff, along with ongoing relationships with a safety consultant and contract lobbyists.

The Responsibilities of the President & CEO

Reporting to the Board of Directors, the President & CEO will have overall strategic and operational responsibility for the Association's staff, programs, and execution of its mission, as well as leadership of the affiliated ATA Foundation. The President & CEO will develop deep knowledge of the industry and non-profit management as well as the Association's core programs, operations, and business plans, and will ensure that the Association's fiscal, legislative, membership, communications, and administrative functions are effectively carried out.

In addition to providing leadership and strategic vision, this position requires an experienced professional who will focus on the following areas of responsibility:

Legislative & Governmental Advocacy

Serve as the Association's principal, registered lobbyist to the Arizona State Legislature and Congressional Delegation; lead advocacy efforts on issues such as lawsuit/legal-system abuse, predatory towing, transportation funding, and tolling; build and maintain relationships with regulatory agencies and elected officials; manage the Association's Political Action Committee.

Communications & Marketing

Serve as the chief spokesperson and media contact for the Association; oversee member communications, the Association's website and social media presence, and its annual Yearbook; lead planning for the Annual Leadership Conference and other Association events.

Membership Development

Lead membership recruitment and retention efforts; serve as a direct, responsive resource to members; build and sustain relationships with industry partners.

Foundation Leadership

Serve as Executive Director of the ATA Foundation; direct strategic planning, fundraising, and grants management in support of the Foundation's scholarship, safety, and outreach programs.

Administration & Fiscal Management

Oversee all financial activities of the Association and ATA Foundation, including budget management and fiscal reporting; ensure the ongoing fiscal health of both organizations through sound financial practices and regulatory compliance.





Desired Characteristics & Qualifications

The ideal candidate for the position of President & CEO will have senior-level executive experience and a strong understanding of the economic, regulatory, and legislative aspects of transportation that support and drive this professional association. The ideal candidate will be eager to lead on legislative issues at the State Capitol and, as appropriate, in Washington, D.C.

Candidates should have unquestionable personal integrity and display honesty in their commitment to lead and manage on behalf of the membership. The President & CEO will be a self-assured individual who exercises sound judgment, with strong presentation skills for members, legislators, and media. The ideal candidate will approach this position with an energetic, enthusiastic style that welcomes and solicits input, along with a commitment to teamwork and collaborative board relations.

In summary, the President & CEO must have:

- The ability to build consensus and work effectively with a diverse group of members and stakeholders, while providing vision for the future.
- Strong written and verbal communication skills, including experience as a public speaker in a variety of settings.
- Registered lobbying experience and established relationships with elected and appointed officials.
- A genuine interest in the broad range of issues facing the membership.
- Strong understanding of the legislative process and the ability to think and plan strategically.
- Strong ethical and moral integrity, with a willingness to travel and to work evenings and weekends as needed.

Qualifying Education and Experience

Graduation from an accredited college or university with a bachelor's degree is strongly desired; qualifying experience may be substituted on a year-for-year basis for applicable college work. At least 4-8 years of related management experience is required, with a track record of effectively leading and managing an organization. Experience within the trucking or transportation industry, or with a member-based association, is a strong plus. Candidates with non-profit, public sector, or private management experience with transferable executive-level skills are encouraged to consider this opportunity.

Executive Compensation and Benefits

This is a well-compensated position, commensurate with experience, with a comprehensive executive benefit package.

To Be Considered

This is intended to be a highly confidential process. To be considered, candidates must submit a compelling cover letter, comprehensive resume, and current salary. Professional references will be required later in the process once mutual interest has been established. A release will be required by top candidates at a later date to verify employment, education, and background.

Submittals should be sent via email to: **ATAExecSearch@aztrucking.com**

Questions / confidential inquiries: **ATAExecSearch@aztrucking.com**

For more information about the Arizona Trucking Association, visit: **aztrucking.com**

President & CEO Recruitment Timeline

Close Search by: Friday, August 28, 2026

Resumes Presented to Search Committee: Week of August 31, 2026

First Round of Interviews: Mid-September 2026

Second Round of Interviews / Additional Interviews as Needed: Late September

Final Selection/Offer: Early October 2026 (by October 9, 2026)

Start Date: Mutually determined, prior to October 26, 2026 preferred

Annual Conference, October 26: Reception/Introduction of new President & CEO

Apply by August 28, 2026

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