

Joseph M. Morris

Sudbury, MA

 www.linkedin.com/in/josephmorris1

PERSONAL PROFILE

Highly motivated maritime leader with more than 25 years of experience in the container shipping, marine terminal, and port industry. Strong analytical background related to process improvement and efficiency initiatives. Results oriented with the ability to manage multiple projects and tasks at strategic and tactical levels. Influential decision maker that enjoys leading, coaching, and developing individuals and teams. Proven record of success in growing business, stakeholder engagement, project management, customer service, and impacting the bottom line.

PROFESSIONAL EXPERIENCE

Massachusetts Port Authority, Boston, MA

2020-Present

Port Director

- Responsible for all Maritime business activities, including Conley Terminal, Flynn Cruiseport Boston, multiple real estate properties, five public parks, and public access properties.
- Established safety as a business priority within the Maritime team, engaging management, union leadership and members, the trucking community, and vendors.
- Led business development efforts resulting in new container business estimated at 120,000 TEU's per year, including the first new shipping line to call Boston in more than seven years.
- Coordinated the restart of cruising during the COVID-19 pandemic by collaborating with customers, vendors, health officials, and other stakeholders at the city, state, and federal levels.
- Developed capital investment plan and five-year strategy for the Maritime department, including cruise, container, and other real estate facilities.

APM Terminals / A.P. Moller – Maersk Group

1997-2020


APM Terminals, Moín, Costa Rica 2016-2020

Chief Operations Officer

- Created operating budget and planned future capital investments to meet business needs.
- Collaborated with the Commercial team to engage future customers regarding scope and services of the new container terminal, focusing on business development opportunities to improve their respective supply chain and cost structure.
- Developed and executed the Labor Relations strategy, including the hiring and training of more than 650 employees and third-party contractors.
- Redesigned facility layout, refined asset acquisition plan, and developed master plan for implementation and business start-up of the blue-field container terminal.

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- Worked with Government Authorities representing multiple countries including Costa Rica, USA, The Netherlands, Denmark, and Great Britain.

APM Terminals, Los Angeles 2012-2015

Director, Operations Strategy

- Led team responsible for planning vessel, rail, gate, and yard operations for the largest container terminal in the USA, establishing records for efficiency, productivity, and safety.
- Increased bottom-line results with two consecutive record-breaking years through a variety of value-added services, customer initiatives, cost savings initiatives, and renegotiated contract terms.

APM Terminals Management B.V., The Netherlands 2005-2012

General Manager, Terminal Partnering, Europe Region 2011-2012

- Partnered with largest customer to define, measure, analyze, improve, and control more than 80 productivity and efficiency initiatives at seven facilities in the APMT Europe Region.

General Manager, New Terminals Design & Operations 2005-2011

- Developed and executed planning efforts and negotiation strategies for more than 50 global terminal development projects. This included greenfield sites, blue-field projects, and acquired facilities.

A.P. Moller - Maersk Group and APM Terminals: WA, NJ, OH, NC, and CA 1997 – 2005

Various positions

EDUCATION

University of Phoenix: Bachelor of Science in Business Management

Lean Six Sigma: Green Belt trained

APM Terminals Management Programs: MAGNUM 2011, MAGNET 2006

LANGUAGES


English: Fluent (Native)

Dutch: Limited Working Proficiency

Spanish: Professional Proficiency

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SUMMARY OF COMPETENCIES

- Motivating Others
- Business Acumen
- Listening / Communicating
- Building Effective Teams
- Project Management
- Business Development
- Delegation
- Managing Vision & Purpose
- Negotiating
- Hiring and Staffing
- Effective Decision Making
- Planning
- Coaching and Mentoring
- Global Business Knowledge
- Collaboration
- Creative Problem Solving
- Strategic Agility
- Stakeholder Engagement