



# CHRISTOPHER (CHRIS) JOHNSON

Vice President, West Region Aviation Principal

## Years total

22

## Professional affiliations

Board of Advisors for City and County of Denver Department of Transportation and Infrastructure (DOTI)

Airport Consultants Council (ACC) Member and 2020 ACC/AAAE Conference Moderator

American Association of Airport Executives (AAAE) Affiliate Member

Expert Panelist, Transportation Research Board, The National Academies, Washington, D.C.

Past Member, American Council of Engineering Companies (ACEC) Washington Chapter Past Member, Concessionaire

Selection Committee, Terminal B, Denver International Airport

## CAREER SUMMARY

Chris Johnson is a WSP vice president and the West Region Aviation Principal. He has progressive experience in airport infrastructure and business development for North America, Latin America, Europe, and the Middle East. Offering strong business acumen, as well as a strategic approach to developing new geographies and market lines to support long-term, sustainable growth. Chris has current understanding of strengths and weaknesses of GC competitors, particularly in the Houston, Denver, Seattle, and Los Angeles aviation, civil, and transportation markets. Chris has established relationships with major airlines and key leadership within airport authorities; working knowledge of airport infrastructure development including airside, landside, and terminal facilities with constrained phasing environments on active airports with ongoing operations. Chris excels at developing new and maintaining existing client relationships, active listen, assembling and mentoring high-performance teams, recruiting talent and promoting a diverse and positive workplace that contributes to the overall success of the organization.

## EDUCATION

MBA, University of Denver	1999
BBA, Purdue University	1994

## PROFESSIONAL EXPERIENCE

— WSP, USA, Vice President Aviation West

## PREVIOUS EXPERIENCE

Before joining WSP, Chris’s experience included:

— **Flintco, Vice President, Aviation Market Lead, Denver, Colorado:** responsibilities included profit and loss oversight and accountability for the national aviation construction market; recruiting, retaining and developing key aviation personnel; strategic leadership of aviation marketing and sales; financial and risk management; establishing new and maintaining existing client relationships; and motivating and supporting teams to achieve client satisfaction and corporate goals.

Key Accomplishments:

- Won \$78 million in new revenue within first 14 months (Boeing High Bay and FWAA Terminal)
- Pending Award on \$475 million of work for clients including U.S. Army Corps of Engineers, Boeing, and Dallas/Fort Worth International Airport
- Increased current sales pipeline from \$150 million to over \$2 billion
- Significantly raised brand awareness of firm across potential clients and teaming partners including architecture and engineering firms, airlines and airports throughout key markets
- Executed strategic marketing plan and followed operating budget focused on growth for newly established Aviation division
- Identified and on-boarded essential aviation staff to support aggressive growth of division in 2020-2021
- Teamed to win and shortlisted for multiple upcoming aviation pursuits

— **Professional Services Firm, Vice President, Infrastructure and Transportation Business Development and Manager, International Aviation Business Development, Seattle, WA; Houston, TX; Los Angeles, CA; Denver, CO; Doha, Qatar:** responsible for



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identifying, prioritizing and managing a robust pipeline of engineering and airport development business opportunities across the matrixed aviation, civil/structures and transit business units for the northwest U.S. and western Canada. Responsibilities include developing relationships with client decision makers and technical staff, business planning efforts, identifying growth opportunities, and developing proactive client management plans to capture new sales and growth on existing assignments. Established teaming relationships with a broad array of design and construction partners. Developed winning pursuit strategies thorough understanding client problems, biases, needs, and other intelligence. Identified, groomed, and coached senior project management relative to client positioning activities. Provided direction to technical staff for outreach events, proposal content, project execution methods and organization. Coached presentation teams, led storyboarding to develop winning message, and directed rehearsal efforts, scenario and question and answer practice. Final responsibility for GO/NO-GO decisions, and all pursuit budgets.

Key Accomplishments:

- Program management/construction management wins for Los Angeles International Airport, Seattle-Tacoma International Airport, George Bush Intercontinental Airport, and New Doha International Airport; design wins for Washington State Department of Transportation, Nevada Department of Transportation, Arizona Department of Transportation, Seattle Department of Transportation, and Sound Transit; design-build wins or shortlists Coffee Creek, Wildcat, Trafton Creek
- Grew regional sales pipeline from \$250 million to \$515 million in two years
- Successful pursuit coach for Silicon Valley Clean Water, a progressive design-build joint venture.

— **Professional Services Firm, Lead Sourcing Manager, Business Process Outsourcing, Chicago, Illinois:** established and executed strategic sourcing strategies for \$250 million of construction spending for Kraft Foods. Developed program and pricing strategies in support of customer's business goals. Account management responsibility within construction category. Developed business relationships within Kraft to expand current consulting assignment.

— **United Airlines, Managing Director, Corporate Real Estate and Strategic Sourcing; Regional Manager, Corporate Real Estate, Facilities Planning, Chicago, Illinois:** directed the execution of all design and construction efforts for U.S. airport and support facilities portfolio. Represented United Airlines' interests at airport master plan and technical review meetings at numerous airports. Led construction management professionals to manage multiple airport projects totaling approximately \$50 million at Denver International Airport, Los Angeles International Airport, San Francisco International Airport, Seattle-Tacoma International Airport, San Diego International Airport, St. Louis Lambert International Airport, Daniel K. Inouye International Airport and other locations throughout the Western United States.

Managed a real estate portfolio of twenty-two domestic and international properties with an annual spend in excess of \$20 million. Negotiated leases, approved and administered rental payments, and maintained airport relationships to monitor and influence Capital Improvement Programs and their impact to portfolio expense.

Key Accomplishments:

- Partnered with Chicago O'Hare International Airport Chicago Department of Aviation and O'Hare Modernization Program to plan and design a new 470,000-square-foot cargo operations center featuring Silver Leadership in Energy and Environmental Design components
- Coordinated major Los Angeles International Airport space reconfiguration to return over 200,000 square feet of underutilized land and air-side property



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- Oversaw major capital improvements at San Francisco International Airport maintenance base, as well as significant lobby, club and gate renovations at San Francisco International Airport Terminal 3
  - Consolidation of United's airside operations, maintenance and domicile facilities at Seattle-Tacoma International Airport contributing over \$13 million in re-occurring savings to the real estate portfolio
  - Partnered with Engineering in the delivery of the new \$47 million commuter terminal at Denver International Airport. This thirteen-gate, exclusive-use facility established the new standard for future United commuter facilities.
- **Continental Airlines, Manager, Corporate Real Estate, Design and Construction, Houston, Texas:** negotiated with international airport authorities to establish tenancy and execute tenant improvement agreements for facility start-ups, relocations, expansions and closures in Southern U.S., Mexico, South America, as well as parts of Europe and Africa. Completed annual expense and capital budget estimates for upcoming projects within international portfolio.
- Key Accomplishments:
- Developed relationships with airport authority officials to deliver 43 new international offices in fourteen countries over a five-year period. Notable locations include El Dorado International Airport Luis Carlos Galán Sarmiento, Ezeiza International Airport, GRU Airport, La Aurora International Airport, Aeropuerto Internacional José Joaquín De Olmedo, Herzliya Airport, Aéroport La Rochelle, Humberto Delgado Airport, Murtala Muhammed International Airport, Mexico City International Airport, Oslo Airport, Tocumen International Airport, San José de Chiquitos Airport, Ben Gurion Airport, Zurich Airport, and Viru Viru International Airport
  - Completed renovations of 8 Presidents Clubs (Paris Charles de Gaulle Airport, Luis Muñoz Marín International Airport, Juan Santamaría International Airport, Rio de Janeiro/Galeão – Antonio Carlos Jobim International Airport, Austin-Bergstrom International Airport, George Bush Intercontinental Airport, Los Angeles international Airport, and Daniel K. Inouye International Airport)