

# Biography

Roger Wu – Port of Long Beach	
Biography	<p>Roger Wu is Director of Business Development in the Commercial Services Bureau for the Port of Long Beach, California. He was appointed to the post in May 2020 by the Long Beach Board of Harbor Commissioners, governing body for the Port, having served as Acting Director since October 2018. He reports to the Bureau’s Managing Director.</p> <p>Mr. Wu joined the Port in 2007 as Marketing Manager in the Trade Relations Division, the previous name of Business Development, with the added responsibilities of Acting Manager of Tenant Services from November 2011 until the position was filled in early 2013. He was named Manager of Commercial Trade, Ocean Carriers, in June 2014 before moving up to Assistant Director in September 2014.</p> <p>As Director, Mr. Wu is responsible for maximizing revenue opportunities for the Port by developing business attraction strategies and through close relationships with ocean carriers, cargo owners, terminal operators, labor and supply chain partners.</p> <p>During his tenure as Manager of Commercial Trade, Ocean Carriers, Mr. Wu focused on building and maintaining working relationships with the shipping lines that move millions of containers annually through the Port of Long Beach. He also gathered industry market statistics and provided research and reports to the Harbor Commission and management. With their guidance, he worked with ocean carriers to attract their business.</p> <p>As Acting Manager of Tenant Services, his responsibilities included maintaining contact with the Port’s tenants and lease holders, providing customer service and problem resolution, enforcing and administering the Port Tariff, and managing the Port’s Clean Truck Program and the Green Flag Program.</p> <p>Mr. Wu has more than 20 years of experience in the shipping industry. Prior to coming to the Port, he worked for seven years with NYK Line, first as a Marketing/Pricing Analyst and then as a Sales Representative, responsible for major accounts in Los Angeles, Orange, San Diego and Riverside counties as well as in Phoenix. NYK Line is one of the world’s leading shipping companies.</p> <p>Earlier in his career, he also worked with Evergreen America Corporation (now Evergreen Shipping Agency) and supervised cargo operations for EVA Air.</p> <p>Mr. Wu holds a bachelor’s degree in Economics from the University of California, Irvine, and a master of arts in Global Logistics from California State University, Long Beach.</p>