



KYLE GEOFFREY MARTIN, MPA



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[Kyle G Martin, MPA](#)

Professional Summary

Results-driven leader with a proven track record in optimizing operations, building high-performing teams, and fostering strategic relationships to drive organizational success. Known for delivering exceptional outcomes in complex environments through innovation, accountability, and a focus on excellence. Specialized in aligning teams, streamlining processes, and fostering collaboration to achieve measurable results and fuel growth.

With a passion for mentoring individuals and transforming challenges into opportunities, a process-thinking approach to strategic execution and relationship management is brought forward under my guidance. Recognized for uniting stakeholders around shared objectives, I thrive in roles demanding precision, adaptability, and vision to exceed expectations and deliver long-term success.

Core Competencies

- Strategic Vision & Leadership
- AI & Operational Technology
- Private Public Partnerships (P3)
- Industry Vertical Expansion
- Stakeholder Engagement
- Sustainability Initiatives
- Complex Project/Program Management
- Financial Stewardship

Professional Experience

MVI FIELD SERVICES | TAMPA, FL | 2017- PRESENT

DIRECTOR OF DEVELOPMENT & OPERATIONS | JANUARY 2022 – PRESENT

- Provide overarching leadership across fifteen major airport/rental car center locations, managing multi-million-dollar budgets and overseeing a team of 100+ staff.
- Engage with industry leaders, airport executives, and engineering firms to identify opportunities for new Consolidated Rental Car Center (ConRAC) developments or modernization projects, leveraging strategic relationships to drive business growth and inform long-term planning.
- Implement proactive maintenance programs and deploy on-site repair teams to minimize downtime and ensure seamless operations across all 15 locations, ensuring 98% equipment uptime.
- Champion sustainability initiatives, including EV-charger feasibility studies at multiple airports to support infrastructure modernization.

Project, Program & Contract Management

- Contribute to the preparation and submission of RFP responses, bids, and service agreements for complex infrastructure initiatives.
- Orchestrate program management strategies, ensuring cross-functional alignment and on-schedule delivery of multi-phase projects.
- Review construction documentation to minimize unforeseen operational challenges and reduce scope changes.
- Provide actionable insights to design and construction teams, aligning short-term operational needs with long-term operational and life-cycle goals.
- Coordinate with airport leadership, rental executives, AHJs, and external agencies to meet sustainability targets and project requirements.

Operational Readiness, Activation & Transition (Orat)

- Serve as a trusted advisor, ensuring the successful opening of large-scale ConRAC projects, including TPA (2018), CVG (2021), CMH (2021), and LAX (2024), with upcoming Airport ConRAC projects: GRR (2025), and MCO (2029). RFP's In-Progress: SMF (2027), GSP (2027)

Special Projects (Public-Private Partnerships)

- Strengthened P3 experience by collaborating with global alternative investment management companies and stakeholders to deliver large-scale solutions (e.g., the LAX ConRAC | Largest in the World).



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EXECUTIVE DIRECTOR OF OPERATIONS, FACILITY MANAGEMENT | MARCH 2017 – DECEMBER 2021

- Provided strategic oversight for a \$400M, 2.6M+ SQ FT ConRAC at Tampa International Airport, serving 4.5M+ customers annually.
- Consistently maintained operating budgets under target through rigorous financial management.
- Led a multidisciplinary 24/7 team overseeing Preventative Maintenance activities, Repairs, Life Safety, Security, Sustainability, and Vendor Management, ensuring seamless daily operations.
- Analyzed and managed fuel and commodity usage exceeding \$1.5M monthly, introducing efficiencies to reduce costs and improve performance.
- Acted as the primary liaison between airport leadership and external partners, navigating regulatory requirements and driving strategic growth.

ORACLE ELEVATOR COMPANY | 2012 – 2017

ACCOUNT MANAGER / ASSISTANT GENERAL MANAGER

- Achieved top-tier sales performance, recognized as the #1 non-BDM sales agent in 2014 by exceeding revenue targets through strategic account management.
- Expanded client relationships by negotiating multi-year service and modernization contracts that bolstered recurring revenue.
- Supported operational oversight of the Tampa branch, optimizing schedules, managing inventory, and promoting a safety-first culture.

RACETRAC PETROLEUM | 2009 – 2012

MANAGER

- Oversaw day-to-day store operations, ensuring brand standards and a positive customer experience.
- Led staff training and scheduling, boosting employee retention and operational efficiency.

HOMELAND SECURITY CORPORATION | 2007 – 2008

SECURITY TRAINER / ADVISOR

- Elevated TSA officer performance by updating training protocols and assessing staff development needs.
- Ensured compliance with federal guidelines, reinforcing safety best practices across checkpoint operations.

813 MOTORING INC. | 2003 – 2007

FOUNDER / PRESIDENT

- Built an automotive customization business from the ground up, generating over \$300K in annual revenue with a 36% profit margin.
- Directed business development, vendor negotiations, and marketing strategies, delivering personalized solutions for clients.

Education

Master of Public Administration
Jacksonville State University
Jacksonville, AL

Bachelor of Science, Business Administration
Bethune-Cookman University
Daytona Beach, FL

Certifications

NCCER CERTIFIED INSTRUCTOR

National Center for Construction Education & Research

Boards and Affiliations

PINELLAS OPPORTUNITY COUNCIL INC.

2022 - Present | Board Chair

NFL SUPER BOWL COMMITTEE MEMBER

2021 - Hillsborough County Aviation Authority

PINELLAS COUNTY YOUTH SOCCER LEAGUE

2018 - Present

AMERICAN ASSOCIATION OF AIRPORT EXECUTIVES

2017 - Present

AIRPORT MINORITY ADVISORY COUNCIL

2017 - Present

AIRPORTS COUNCIL INTERNATIONAL

2017 - Present

INTERNATIONAL FACILITY MANAGEMENT ASSOCIATION

2017 - Present



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