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**Profile**

Begin by inserting your email address. If you have an existing account, a message will be delivered to the email address on file. Please use a single email address throughout your experience with the Pinellas Boards, Councils, and Committees application. For specific instructions, visit [Boards, Councils & Committees - Applicants - Pinellas County](#).

**Prefix**

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Mr.

Kyle

First Name

Geoffrey

Middle  
Initial

Martin

Last Name

kmartin5256@gmail.com

Email Address

7610 South Kissimmee Street

Street Address

Suite or Apt

Tampa

City

FL

State

33616

Postal Code

Mobile: (727) 235-2900

Primary Phone

Alternate Phone

MVI Field Services

Employer

Director of Business  
Development & Operations

Job Title

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**Occupation**

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Operations**Which Boards would you like to apply for?**

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Pinellas Opportunity Council, Inc.: Submitted

Question applies to multiple boards

**To which Commissioner are you applying?**

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☒ Rene Flowers (Single Member District 7)

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**Are you currently a Pinellas County resident?**

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☐ Yes ☒ No**If you are a Pinellas County resident, for how long?**

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**Are you registered to vote in Pinellas County?**

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☐ Yes ☒ No

**Are you currently serving on any Pinellas County boards, councils, or committees?**

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☒ Yes ☐ No

**If you are currently serving on any Pinellas County boards, councils, or committees, please name.**

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Pinellas Opportunity Council, Inc.

**Do you have or hold any employment or contractual relationship with any business or any agency which is subject to the regulation of or is doing business with Pinellas County?**

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☐ Yes ☒ No

**If you have or hold any employment or contractual relationship with any business or any agency which is subject to the regulation of or is doing business with Pinellas County, please explain.**

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**Do you serve on any state, regional or local government boards, councils or committees?**

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☐ Yes ☒ No

**If you serve on any state, regional or local government boards, councils or committees, please explain.**

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**Are you currently an officer, director, board member, or voting member of any for profit or not for profit entity?**

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☒ Yes ☐ No

**If you are currently an officer, director, board member, or voting member of any for profit or not for profit entity, please list any such entity.**

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Pinellas Opportunity Council, Inc.

**Are you current with all taxes and any other financial obligations?**

☐ Yes ☒ No

**If you are not current with all taxes and any other financial obligations, please explain.**

I haven't filed 2024 taxes yet. Will do it in the coming weeks.

**Have you been convicted of a Public Entity Crime? Public entity crime is defined by Florida Statute, sec. 287.133 as a violation of any state or federal law by a person with respect to and directly related to the transaction of business with any public entity or with an agency or political subdivision of any other state or with the United States, including, but not limited to, any bid, proposal, reply, or contract for goods or services, any lease for real property, or any contract for the construction or repair of a public building or public work, involving antitrust, fraud, theft, bribery, collusion, racketeering, conspiracy, or material misrepresentation.**

☐ Yes ☒ No

**If you have been convicted of a Public Entity Crime, please explain.**

**Have you been convicted of a financial felony?**

☐ Yes ☒ No

**If you have been convicted of a financial felony, please explain.**

**Have you ever been convicted of a crime against children or seniors?**

☐ Yes ☒ No

**If you have ever been convicted of a crime against children or seniors, please explain.**

**Are you currently, or have you ever sued Pinellas County?**

☐ Yes ☒ No

**If you currently, or have ever sued Pinellas County, please explain.**

**Have you ever been arrested, charged, or indicted for violation of any federal, state, county, or municipal law, regulation or ordinance? (Exclude traffic violations for which a fine or civil penalty of \$150 or less was paid)**

☐ Yes ☒ No

If you have ever been arrested, charged, or indicted for violation of any federal, state, county, or municipal law, regulation or ordinance, please explain.

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[Pinellas County Boards and Commissions Standards of Conduct for Citizen Appointees](#)

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**Interests & Experiences**

**State your background, including your education, work experience, civic or community organization memberships and positions, and any professional licenses or memberships, and explain how this applies to the function of the board, council or committee.**

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I am honored to renew my application to continue serving as Board Chair for the Pinellas Opportunity Council. Born and raised in St. Petersburg, I hold an MPA from Jacksonville State University and a BS in Business Administration from Bethune-Cookman University. Over the past several years, my professional journey has been marked by roles that blend strategic vision, operational excellence, and community commitment. Currently, as Director of Development & Operations at MVI Field Services, I lead operations across 15 major airport/rental car center locations—overseeing multi-million-dollar budgets and a team of 100+. I have played a key role in pioneering major projects, such as the largest consolidated rental car centers at TPA, CVG, CMH, and LAX, further advancing public-private partnerships and sustainability initiatives. This experience has not only honed my ability to drive innovation and efficiency but also deepened my commitment to community growth and strategic collaboration. Beyond my professional responsibilities, my active board and civic roles—ranging from my ongoing tenure as Board Chair of the Pinellas Opportunity Council, to participation with the NFL Super Bowl Committee and the Pinellas County Youth Soccer League—demonstrate my passion for fostering community engagement and uniting diverse stakeholders around shared goals. I truly appreciate the opportunity to continue contributing my leadership, expertise, and genuine commitment to our community. I welcome the chance to further discuss how my background and vision align with the Council’s strategic objectives. With sincere gratitude, Kyle G. Martin, MPA

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Upload a Resume

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**Demographics**

**Ethnicity**

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☒ African American

**Gender**

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☒ Male

09/25/1972

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Date of Birth

**The Pinellas County Commission strives to promote diversity and provide reasonable accommodations for individuals with disabilities. If you are requesting accommodation, please indicate below:**

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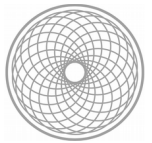
**By clicking on "I Agree," below, I affirm that the information above is true and correct, and that I have read and agree to be bound by the Pinellas County Standards of Conduct for Board Appointees. I further understand and agree to the responsibilities and commitment of time associated with an appointment to a Pinellas County board, council, or committee.**

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☒ I Agree \*

All material submitted to Pinellas County is subject to the public records law of the State of Florida including Chapter 119, Florida Statutes.

Persons with disabilities needing reasonable accommodations to apply for an appointment to a Pinellas County Board may contact the Pinellas County Office of Human Rights at [accommodations@pinellas.gov](mailto:accommodations@pinellas.gov), or by phone at (727) 464-4882 to discuss.



## PROFESSIONAL SUMMARY

*Vision-driven professional with career-long record of operations, business development, and project management success for leading organizations*

Proven talent for aligning business strategy and objectives with established business development and operations paradigms to achieve maximum operational impacts with minimum resource expenditures. Growth-focused thought leader with expertise spanning strategic planning, process improvement, mergers and acquisitions, forecasting, sales optimization, audits, analysis, client and contractor relationship management, training, and performance assessment. Exceptionally dedicated professional with keen interpersonal, communication, and organizational skills, as well as negotiation, budget management, policy management, and resource allocation expertise.

## CORE COMPETENCIES

- |                           |                       |                      |                        |
|---------------------------|-----------------------|----------------------|------------------------|
| • Effective Communication | • Contract Management | • Project Management | • Inventory Management |
| • Leadership              | • Operations          | • Business           | • Procurement          |

## PROFESSIONAL EXPERIENCE

MVI FIELD SERVICES, TAMPA INTERNATIONAL AIRPORT, CONRAC - RENTAL CAR CENTER, TAMPA, FL, MARCH 2017 TO PRESENT

### EXECUTIVE DIRECTOR OF OPERATIONS

- Direct the final construction phases of Tampa International Airports' ConRAC, including analyzing administrative data and financial records to identify operational deficiencies and recommend improvements.
- Recruit, interview, hire, and train personnel; training involves preventative maintenance on building equipment, State Fuel Compliance requirements, and building management software usage to name a few topics.
- Coordinate with associated contractors and staff members to test building system procedures and ensure that all alterations adhere to building standards and local code requirements.
- Execute special projects assigned by the Facility Manager, including performing monthly inspections and daily walk-throughs of tenant, common areas, and building perimeter.
- Strengthen relationships with tenants by ensuring work performance meets agreed upon standards; answer questions, resolve concerns, maintain project transparency, maintain building operational transparency, and serve as good stewards of the Authority and Rental Car Companies overall objectives.
- Conduct annual OSHA inspections, documenting results and reviewing metrics, key performance indicators, and service-level agreements to streamline preventive and corrective work requests.
- Manage a \$3.4 million dollar annual budget, used to oversee and operate a \$400 million dollar Hillsborough County Aviation Authority owned asset (Rental Car Center).

ORACLE ELEVATOR COMPANY, ST. PETERSBURG, FL, AUGUST 2012 TO MARCH 2017

### ACCOUNT MANAGER/ASSISTANT GENERAL MANAGER

- Acquired and built long-term relationships with customers by defining customers' needs and liaising between customers and cross-functional internal teams to ensure the timely and successful delivery of company solutions.
- Achieved the distinction of being named #1 Non-BDM Sales Agent Company-Wide in 2014.
- Headed regular functions, including accounts payable and receivable, contract generation and negotiation, relationship and business development, fleet and warehouse management, and project management.

RACE TRAC PETROLEUM, CLEARWATER, FL, DECEMBER 2009 TO AUGUST 2012

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**MANAGER**

- Administered daily store operations, including inventory management, accounts receivables, and conflict resolution among customers and front end staff.
- Trained team members on providing a positive customer experience, monitoring their progress and guiding them as necessary.

HOMELAND SECURITY CORPORATION, NATIONWIDE, DECEMBER 2007 TO JUNE 2008

**SECURITY TRAINER/ADVISOR**

- Evaluated TSA officers' performance to make recommendations on staff development.
- Conceptualized, developed, and implemented strategic changes to training techniques and standard operating procedures.

813 MOTORING INC., ST. PETERSBURG, FL, JUNE 2003 TO DECEMBER 2007

**FOUNDER/PRESIDENT**

- Established a company infrastructure and client base that grew from \$0.00 to \$300K+ per year with 36% profit margins.
- Pioneered the development of cost-effective close-the-gap plans.
- Built rapport with clients while negotiating mutually beneficial contracts.

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**EDUCATION**

MASTER OF PUBLIC ADMINISTRATION (M.P.A.), 1999

*Jacksonville State University, Jacksonville, Alabama*

BACHELOR OF SCIENCE (B.SC.) IN BUSINESS ADMINISTRATION, 1995

*Bethune-Cookman University, Daytona Beach, Florida*

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**ADDITIONAL CREDENTIALS**

- Licensed Notary (2014)
- Licensed Fork Truck Operator (2013)
- *American Association of Airport Executives - Member since 2017*
- *Airport Minority Advisory Council - Member since 2017*
- *Airports Council International - Member since 2017*
- *International Facility Management Association - Member since 2017*

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**VOLUNTEERISM**

- Donate time to support local girls soccer team.
- Volunteered with Habitat for Humanity.
- Supported Minority Youth in a 'role model / big brother' capacity.

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**ADDITIONAL INFORMATION**

**Technical Proficiencies:** Microsoft Office Suite, Windows OS, Mac OS, routers, LAN, wireless LAN, Microsoft Exchange, Microsoft Project

**Interests:** Golfing, automobiles, traveling, trying new foodie restaurants, touring museums & art districts.

*References available upon request*