

King County

King County Invites Applications for

Marketing & Business Development Manager
at King County International Airport/Boeing Field (BFI)

Seattle, Washington

Executive Search Services Provided by ADK Consulting & Executive Search

The Airport

King County International Airport—also known as Boeing Field—is one of the busiest primary non-hub airports in the nation. Just four miles south of downtown Seattle, it averages approximately 180,000 operations (takeoffs and landings) each year. The airport is publicly owned by King County and is financed by airport tenants' and customers' fees, and receives no general tax revenues.

Boeing Field ranks among the most successful public investments in state history. The airport's economic impact is \$3.5 billion in terms of local business sales that support 16,336 jobs and creates \$1.8 billion in labor income in the county. The airport's 150 tenant businesses also directly support 5,209 jobs in the local economy. The airport has 45 employees: 30 represented and 15 non-represented.

The airport serves small commercial passenger airlines, cargo carriers, private aircraft owners, helicopters, corporate jets, and military and other aircraft. It is also home to the Boeing Company's 737 aircraft delivery program, Military Flight Center and Flight Test Operations. The Museum of Flight is located there, with its wide variety of aircraft and exhibits showcasing aviation history. The Airport is frequently host to celebrities and dignitaries, including the President of the United States, who prefer Boeing Field because of its proximity to downtown Seattle and other commercial areas.



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King County International Airport/Boeing Field





The Airport *(continued)*

For year ending 2015, BFI had approximately 20,000 enplanements. The 2016 operations budget is \$16,200,200. Significant capital improvement projects include:

- The Home Insulation Program, completed in 2015, was a multi-year project funded through an FAA Grant (\$47 million) insulating more than 600 homes
- Taxiway “A” Rehabilitation Project also funded through an FAA Grant, a multi-year project completed in 2014 (\$24 million)
- Construction of a new ARFF Station funded through FAA discretionary and entitlement funds (\$7.1 million) commenced this year, earmarked for completion and commissioning by December
- Acquisition of snow removal equipment to meet FAA mandated operational (\$3.0 million).

Significant Operators on the field include:

- Signature Flight Support
- Clay Lacy Aviation
- UPS
- DHL
- Aviation Headquarters for:
 - Bill Gates Foundation
 - Starbucks
 - Amazon
 - Costco
 - Nordstrom
- Boeing Flight Test
- Boeing 737 Seattle Delivery Center
- Boeing Military
- Elite Aviation
- Business Air
- Kenmore Air Express

For more information about **King County International Airport/Boeing Field**, [click here](#).

The Community

Seattle, Washington lies on a narrow strip of land between the salt waters of Puget Sound and the fresh waters of Lake Washington. Beyond the waters lie two rugged mountain ranges, the Olympics to the west and the Cascades to the east. It is a city built on hills and around water, in a mild marine climate that encourages prolific vegetation and abundant natural resources..

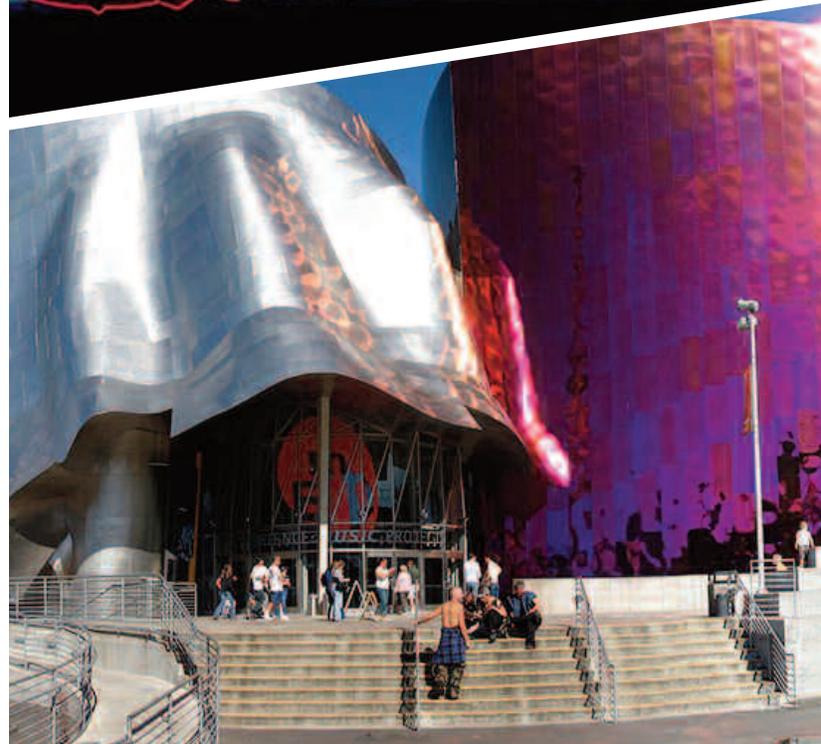
Seattle, the Emerald City, has many unique points of interest that resonate with both residents and visitors.

You will enjoy:

- The Seattle Space Needle
- Pike Place Market
- EMP (Experience Music Project)
- The original Starbucks

Seattle is an exciting urban city surrounded by unmatched natural beauty. Adventure awaits you. Entertainment is boundless in Seattle. From high art to sky-high mountain peaks, there's something for everyone to experience. Seattle's arts scene mirrors its inhabitants. For every traditionalist, there's a non-traditionalist; for every serious piece of art, there's something to make you laugh. What inspires us? Some say it's the coffee culture. Others say it's the weather. It could just be that Seattle is the cultural center of the Northwest, and its citizens are happy to celebrate. Whatever it is, there's no doubt that things are fun and a little quirky, too.

For more information about **Seattle**, [click here](#).





The Position

Under the general administrative direction of the Airport Director, the Marketing and Business Development Manager will utilize an entrepreneurial approach, collaborative leadership style, and effective analytical skills, to formulate and implement key business development initiatives and marketing strategies that are aligned with the Airport's Strategic Business Goals.

Working with Division and Department leadership, the Marketing and Business Development Manager will concentrate on increasing revenue generation, and maximize airport land/facilities development and redevelopment opportunities through the creation of short and long term strategies.

This individual will also take initiative to cultivate and enhance an organizational culture of community engagement by developing relations, outreach programs, and coordinating special events with the aviation business community.

For a **complete job description**, [click here](#).

Position Requirements

Bachelor's degree from a fully accredited university in business administration, airport planning and administration, marketing, economics, finance, or a related field, with a minimum of ten years' increasingly responsible experience in marketing and business development and the areas of the essential duties shown above, or the equivalent combination of education and demonstrated experience.

Commitment to Diversity

King County values diverse perspectives and life experiences. The Department of Transportation encourages people of all backgrounds to apply, including people of color, immigrants, refugees, women, LGBTQ, people with disabilities, and veterans.



Salary & Compensation

The salary range for this position is \$99,681.50 - \$126,352.30 with a robust benefit package.

For more information about the King County benefits, please [click here](#).

How to Apply

- A. Please submit, in PDF format,** both a cover letter and résumé. You may send both as one file. Please do not send your cover letter in the body of an email. Send your **PDF** files to ADK Executive Search at: [**bfi2@adkexecutivesearch.com**](mailto:bfi2@adkexecutivesearch.com)
- B. Please complete** the ADK employment application form at: [**ADK Application Form**](#) (*this is a secure link*).

Filing Deadline: Thursday, April 28, 2016

Only complete electronic submissions will be considered.

Email questions to:
[**bfi2@adkexecutivesearch.com**](mailto:bfi2@adkexecutivesearch.com)

