

Fort Wayne International Airport

& Smith Field Airport



**The Fort Wayne-Alen County Airport Authority
and Greater Fort Wayne Inc. Invites Applications
for Director of Airport Development**



**Fort Wayne-Alen County
Airport Authority**



**GREATER
FORT WAYNE INC.**

Executive Search Services Provided by ADK Executive Search



Links of Interest:

- [Greater Fort Wayne, Inc.](#)
- [Fort Wayne-Allen County Airport Authority](#)
- [City of Fort Wayne](#)
- [Allen County](#)
- [The Chamber of Commerce](#)
- [Northeast Indiana Regional Partnership](#)

THE AIRPORT

Fort Wayne International Airport (FWA) and Smith Field (SMD) are owned and operated by the Fort Wayne-Allen County Airport Authority (Authority). This is an independent authority with total autonomy from local government. There are 54 full time positions and 30 part time/seasonal positions, and 3 temporary positions. The 2012 operating budget is \$11.4 million with a capital budget of nearly \$6.7 million. Over 550,000 passengers utilized FWA in 2012 and the annual airport operations figure was over 38,000. Future capital improvement projects at FWA include reconstruction of the car rental parking lot, a new access road for the west side of FWA, fuel farm construction, relocation of the fixed based operator, and reconstruction / improvements to the runway and taxiway infrastructure. The Authority is self-funded and derives its operating revenue from a variety of airport user-related fees and local property tax revenues. SMD is located on the city's North side and serves the area's general aviation needs.

The Authority is responsible for the day-to-day operations and long term planning for both airports. It is governed by a 6-member Board of Directors that sets policy, approves the budget and hires the airport's Executive Director. The Executive Director is responsible for all additional hiring. The Board is comprised of 3 members appointed by the Mayor of Ft. Wayne and 3 members appointed by the Commissioners of Allen County.

FWA currently has 4 airlines - Allegiant, American, Delta, and United - serving 10 non-stop markets: Atlanta, Chicago, Dallas-Ft. Worth, Detroit, Minneapolis, Myrtle Beach (seasonal), Orlando, Phoenix, Punta Gorda and Tampa-St. Petersburg. Most markets, both domestic and international, may be reached from FWA through convenient one stop connections via the airlines' individual hubs. FWA is also the home of the Indiana Air National Guard 122nd Tactical Fighter Wing and is served by Federal Express, UPS, and FWA's FBO, Atlantic Aviation.





ABOUT THE AREA

As of 2012, Fort Wayne had an estimated population of approximately 255,000 and is the second largest city in Indiana. So what does Fort Wayne have to offer? The website www.findyourspot.com says Fort Wayne is a “choice” town. Since we could not say it any better, we quote them:

In the northeast corner of Indiana, not far from the Michigan border and a stone’s throw from Ohio, lays Fort Wayne. This choice town has earned the All-America City Award and the prestigious City of Livability Award, and it is easy to see why. Fort Wayne is an unassuming town, made special by its exceptionally high quality of life.

Wonderful opportunities exist in education, employment, arts, and recreation. These, plus a comfortable climate, excellent medical care, a secure environment, and a low price tag on everything the city has to offer make Fort Wayne a truly appealing place.

Fort Wayne has been an All-America City Award recipient in 1982, 1998, and 2009.

Fort Wayne’s strong economy is grounded in its origins as a farming community, but today jobs in manufacturing, electronics, education, insurance, and medical services are also plentiful. Educational opportunities are rich and varied, particularly for post-secondary schooling, and students can choose from a liberal arts education, training in the health care industry, or anything in between. Arts United of Greater Fort Wayne ensures residents and visitors have the opportunity to enjoy arts and culture, whether they choose the symphony, ballet, civic theater, art museum, or historical society.

Recreational activities also abound at the city’s 87 public parks and at facilities where pro teams compete in basketball, baseball, and hockey. A four-season climate gives locals great opportunities to enjoy their favorite sports, whether it’s gliding across the ice at a city rink or splashing in the water at a public pool.

In addition, residents have access to five top-notch hospitals, with state-of-the-art heart and cancer centers. All this combined with a cost of living that ranks consistently below the national average, and it’s easy to see why the beautiful, green neighborhoods and progressive business climate of Fort Wayne continues to win awards and attract newcomers. This is truly one of the greatest cities in America.



ABOUT THE AREA (continued)

For a fun outing, visit the Children's Zoo. Your family will love 38 acres of animals, rides, and beautifully landscaped grounds. Don't miss the African Journey, featuring lions, hyenas, and monkeys. You can even hand-feed giraffes! Ride the Sky Safari, trek through the Indonesian Rain Forest, say hello to orangutans or sharks. See why the zoo was voted Indiana's #1 Summer Attraction in 2012!

For theatre lovers, the historic Embassy Theatre hosts acclaimed traveling shows each year, as well as top-notch Fort Wayne performing groups. From touring Broadway show productions to Civic Theatre productions and First Presbyterian Theater productions, Fort Wayne is set to host a lively theater season. Fort Wayne is also home to the year-round Fort Wayne Philharmonic, acclaimed Fort Wayne Ballet, touring concerts and more!



Things to Do Links:

- [Convention & Visitors Bureau](#)
- [Fort Wayne Museum of Art](#)
- [The Phil-Fort Wayne Philharmonic](#)
- [Children's Zoo](#)
- [Parks & Recreation](#)
- [Fort Wayne Komet Hockey Club](#)
- [Tin Caps Baseball](#)
- [Mad Ants Basketball \(NBA-D League\)](#)
- [IPFW Division I Athletics](#)



ABOUT THE POSITION

The Director of Airport Development is primarily responsible for the marketing and development of all property owned by The Fort Wayne – Allen County Airport Authority (FWACAA) for aeronautical and non-aeronautical purposes, excluding terminal area usage by concessionaires, parking vendors, or the airlines. This includes both the Fort Wayne International Airport (FWA) and the Smith Field Airport (SMD), the adjacent Air Trade Center and all other developable property owned by FWACAA.

The Director administers and directs the airport development program through an affiliation contract with Greater Fort Wayne Inc. (GFW) and FWACAA. The candidate plans, organizes, markets, and negotiates business development activities for the betterment of FWACAA and the Fort Wayne community. The Director develops and implements goals, objectives, policies, procedures and work standards for the department. The successful candidate will be an employee of GFW Inc. working on behalf of the FWACAA.

The Candidate Should:

- Create and execute a long-term strategic marketing and development plan with periodic reviews and an annual update
- Interact with existing and prospective companies in pursuit of growth opportunities for both airports
- Generate leads and provide follow-up with prospective users of airport property
- Position Foreign-Trade Zone 182 as a unique resource and marketing tool for FWA property and the community in general
- Represent the FWACAA and Greater Fort Wayne, Inc. in meetings and/or makes presentations to other public and private organizations
- Participate in trade shows and professional organizations judged to be in line with the described activities
- Maintain a reporting responsibility to both the FWACAA and Greater Fort Wayne, Inc.



Attributes of the Ideal Candidate

The successful candidate must be a self-starter, self-sufficient, and display an unbridled level of enthusiasm for this position. The individual must possess a unique blend of air transportation experience, economic development, and marketing capabilities.

JOB REQUIREMENTS & PREFERENCES

To be eligible for this position, an applicant must have at least a Bachelor's degree in Business, Finance, Airport Administration, Marketing, Public Administration or closely related field. An MBA is very desirable.

To become a finalist, you will have five (5) years of experience in one or more of the following areas: Airport Business Development, Commercial and Industrial Real Estate Development, Economic Development, Logistics, Air Cargo, Customs Brokerage, etc.

Significant sales/marketing experience to match technical background described above is also required. A well qualified candidate will have ten (10) + years experience as described above with considerable experience in three or more of the areas described above. Foreign Trade Zone experience is a plus.

Candidate must also have a valid state driver's license.



PHOTO BY MARIANNE LEE



COMPENSATION & BENEFITS

Greater Fort Wayne Inc. offers a very competitive salary and benefit package that includes:

- Salary range is \$75,500 - \$120,700 DOE.
- Full Health Coverage (Includes Health, Dental, Vision)
- Retirement Plan
- Vacation/Sick/Personal Days
- Relocation Assistance

HOW TO APPLY

A. Please submit, in PDF format, a cover letter, resume, and a minimum of five professional airport references. The references should include those who have worked for you and those you have worked for. Include their contact information and your working relationship to them. Send to ADK Executive Search at: FWA@adkexecutivesearch.com.

B. Your submission should include a separate supplement, in PDF format, with responses to the following:

1. Please describe your experience in commercial real estate leasing, development, and corporate services including the management of asset based portfolios.
2. Describe an innovative approach to development that has enabled your client and your employer to enhance their financial statements through increased revenue production.
3. Describe what areas of an airport environs you have administered/supervised, and management of any audits or special projects. Include any experience you have had in dealing with Foreign Trade Zones.
4. Describe your negotiating experience in an economic development setting including industrial development, air cargo, and third party logistics.

C. Please complete the online ADK employment application form at: [ADK Application Form](#) (*this is a secure link*).

Only complete electronic submissions will be considered. A single PDF file would be appreciated.
Greater Fort Wayne Inc is an equal opportunity employer.



Filing Deadline: Thursday, December 12, 2013.

For any questions regarding this position, please call Doug Kuelpmann at (904) 536-8102 or email FWA@adkexecutivesearch.com.