

# Indianapolis International Airport (IND)

Indianapolis, Indiana

The Indianapolis Airport Authority  
invites applications for  
Business Development Analyst



Indianapolis Airport Authority

*Executive Search Services Provided by ADK Consulting & Executive Search*



## THE AIRPORT

As you land in Indianapolis, the first thing you'll notice is the airport. And not just in that “now-where-did-they-put-the-baggage-carousel-this-time” way. IND is the first new international airport in America designed and built after 9/11, (Indianapolis cut the ribbon to its 1.2 million square foot airport complex off I-70 on November 11, 2008). Indianapolis International Airport has been named the best airport in North America in 2014, 2013, 2012, and 2010 in service quality by Airports Council International and has been rated #1 (on everything from security to baggage claim) by travelers in a J.D. Power & Associates poll.

The airport averages 140 daily flights to 43 nonstop destinations on eight major airlines. In 2014, enplanements were 3,686,245. IND is also the eighth largest cargo center in the U.S. and home of the second-largest FedEx Express operation in the world. Approximately 2.2 billion pounds of cargo were managed at IND in 2013. IND is an important catalyst for economic development in Central Indiana and the Midwestern region, generating an annual economic impact of more than \$4.5 billion for the area.

Established as a municipal corporation by the General Assembly in 1962, the Indianapolis Airport Authority (IAA) owns, develops, and operates six airports in the Indianapolis metropolitan area. The Indianapolis Airport Authority is governed by a board of nine voting members appointed by the mayor of Indianapolis and representatives from Marion, Hamilton, and Hendricks counties. The board also has one non-voting member representing Morgan County.

There are approximately 400 employees at IND and the airport has an Operating Revenue Budget for the current fiscal year of \$134,326,753 and an Operating Expense Budget of \$63,696,701, excluding debt service and depreciation. No state or local taxes are used to operate or manage IND. Operations for year ending 2013 were 153,382.

### A selection of significant operators at the airport:

- Federal Express Corporation
- Delta Airlines
- Southwest Airlines
- US Airways, Inc.
- United Airlines
- American Airlines
- Allegiant
- OneJet
- Frontier Airlines
- Signature Flight Support
- MillionAir
- AAR Corp

### Most recent significant capital improvements include:

- Stormwater and Deicing Controls & Capacity - Phase 2
- Rehabilitate Runway 5L-23R Phase I & Phase II



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Additionally, there are 24 food and beverage concessionaires, 8 car rental companies and approximately 25 specialty, gift and news retailers. IND's concessions program has won numerous awards since moving into the current terminal facilities in 2008.



## THE COMMUNITY

Indianapolis is the capital and most populous city of Indiana, and is also the county seat of Marion County. As of the 2010 census, the city's population is 820,445.

Both *Forbes* and *Livability.com* rank Indianapolis as one of the best downtowns in the United States citing "more than 200 retail shops, more than 35 hotels, nearly 300 restaurants and food options, movie theaters, sports venues, museums, art galleries and parks" as attractions. Indianapolis' vibrant downtown, less than 15 minutes from the Indianapolis International Airport, helped Indianapolis secure its position as the #1 convention city in the U.S. by USA Today's reader's poll.

Both the state and the city of Indianapolis provide a strong business environment, with Indiana ranking 2nd in the nation by *Site Selection Magazine* as a competitive state and 5th in the nation by *Chief Executive Magazine* as one of the best states for doing business. Indianapolis is ranked 4th in the U.S. by *Forbes* as a top city for high-tech industry job growth and 7th in the U.S. by Kiplinger as a great city for starting a business.

As is typical in much of the Midwest, Indianapolis has four distinct seasons. Summers are hot and humid, with a July daily average temperature of 75.4° F. High temperatures reach or exceed 90° F an average of 18 days each year, and occasionally exceed 95° F. Spring and autumn are usually pleasant, if at times unpredictable; midday temperature drops exceeding 30° F are common during March and April. Winters are cold, with an average January temperature of 28.1° F.

Culture: Indianapolis prides itself on its rich cultural heritage. Several initiatives have been made by the Indianapolis government in recent years to increase Indianapolis's appeal as a destination for arts and culture.

Indianapolis has designated six official Cultural Districts. They are Broad Ripple Village, Massachusetts Avenue, Fountain Square, The Wholesale District, Canal and White River State Park, and Indiana Avenue. These areas have held historic and cultural importance to the city. In recent years they have been revitalized and are becoming major centers for tourism, commerce and residential living.



## CULTURAL TRAIL

Constructed between 2007 and 2013, the Indianapolis Cultural Trail is an urban bike and pedestrian path that connects the city's five downtown Cultural Districts, neighborhoods and entertainment amenities, and serves as the downtown hub for the entire central Indiana greenway system. The trail includes benches, bike racks, lighting, signage and bike rentals/drop-offs along the way and also features local art work. It was officially opened in May 2013.

The city is second only to Washington, D.C., for the number of war monuments inside city limits.

- The Soldiers' and Sailors' Monument, located at Monument Circle in the geographic center of the city.
- Indiana World War Memorial Plaza
- Medal of Honor Memorial
- USS Indianapolis Memorial
- Landmark for Peace Memorial
- Project 9/11 Indianapolis

**Restaurants:** Indianapolis has hundreds of top notch restaurants, ranging from Shapiro's (which USA Today called one of America's greatest delis), to Goose The Market (ranked by Bon Appetit as one of their Top 10 U.S. sandwich shops), to St. Elmo Steak House (home of the hottest meal in the world, as declared by the Travel Channel), along with IND's own Harry & Izzy's, named Best U.S. Airport Food by USA Today.

**Things to See:** Their many attractions include The Children's Museum of Indianapolis—which is the largest children's museum in the world, and has been rated simply “the best” by Child magazine. The Indianapolis Zoo (located in the nation's only urban cultural state park) is ranked among the nation's top 10 zoos by TripAdvisor, and the Indianapolis Museum of Art—one of the country's 10 largest and oldest general art museums—won the 2009 National Medal for Museum and Library Services (the nation's highest honor for museums and libraries).

**Shopping:** Circle Centre, a four-level urban mall anchored by Carson Pirie Scott, is a downtown landmark. On the city's north side, The Fashion Mall at Keystone presents such options as Saks Fifth Avenue, Tiffany's and Crate & Barrel. And smaller, uniquely local shops are found within the city's various Cultural Districts.

**Sports, Arts & Entertainment:** Indy's many stages support thriving local music and theater scenes, while welcoming touring shows of all kinds. Some of the nation's best performing arts organizations include the Indianapolis Symphony Orchestra, Indianapolis Repertory Theatre, Dance Kaleidoscope, and the Cabaret. And in a city that built its reputation on sports both amateur and professional, you'll almost always find some sort of competition going on. As host of the world's 1st and 2nd-largest single-day sporting events (the Indianapolis 500 and the Brickyard 400)—and as the host of Super Bowl XLVI in 2012—they know how to show guests a good time.



## JOB DESCRIPTION

The Business Development Analyst will be responsible for supporting analysis for all air service, business development, properties and commercial enterprise initiatives. The incumbent will sustain and move forward commercial enterprise strategies through data collection, feasibility studies analysis, marketing development and reporting as well as other supporting services towards the success of the IAA's air service and properties programs. This position will also support the business development function with implementing programs that increase commercial and cargo air traffic service to the community as well as other ancillary revenue as taken on by business development and properties. For a full job description, [click here](#).

## THE IDEAL CANDIDATE WILL HAVE:

- Excellent written and verbal communication skills
- Strong analytical and planning skills
- Experience in working with Microsoft Office products such as Excel, Word and Outlook
- The ability to prioritize appropriately and work within various timelines and deadlines

## POSITION REQUIREMENTS

To be considered for this position, candidates must have a Bachelor's Degree in marketing, business or related field. Three to five years of marketing and aviation/airport experience is highly preferred.



## SALARY & BENEFITS

The starting salary for the Business Development Analyst is \$70,000 DOE, and has an attractive package of benefits.

## 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: [ind@adkexecutivesearch.com](mailto:ind@adkexecutivesearch.com)

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

 **Filing Deadline: Monday, August 31, 2015**  
Only complete electronic submissions will be considered.

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