

Memphis International Airport-MEM Memphis, Tennessee

**The Memphis-Shelby County Airport Authority
Invites Applications for Senior Manager
of Air Service Research & Development**



MEMPHIS
INTERNATIONAL
AIRPORT™

Executive Search Services Provided by ADK Consulting & Executive Search



THE AIRPORT

The Memphis-Shelby County Airport Authority (www.mscaa.com) operates and manages three airports in Memphis and Shelby County, Tennessee, including Memphis International Airport (MEM), the home base for Memphis-based FedEx and perennially one of the top two cargo airports in the world. The Airport Authority had been a long-time hub for Northwest Airlines and, since its acquisition, was a hub for Delta Air Lines. In 2010, Delta began reducing service and ceased hub operations.

The Airport Authority, a public entity created by the governments of Memphis and Shelby County in accordance with

Tennessee law, is governed by a seven-member Board of Commissioners, five of whom are appointed by the City of Memphis Mayor and two by the Mayor of Shelby County and all approved by Memphis City Council. The Commissioners, who are appointed to staggered seven-year terms, are the policy-making body for the Airport Authority.

Day-to-day operating and management responsibilities are provided by the President and CEO, who is appointed by the Board, and a professional staff selected and appointed by the President/CEO. The Senior Manager of Air Service Research and Development is expected to become an advisor to the senior management team.

As the home of FedEx, Memphis International Airport is the world's busiest overnight with approximately 1,000 commercial operations (landside/takeoffs) daily. Five major passenger carriers operate at Memphis International Airport along with 13 regional airlines. The Authority operates under a residual airline use and lease agreement with its signatory carriers. Approximately 70% of annual revenues come from the airlines with the remaining revenues coming from non-airline sources such as parking, rental car revenues, and terminal concessions.

The Authority's annual operating budget is in excess of \$110 million with an additional \$40 to \$100 million annually in capital projects.



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THE COMMUNITY

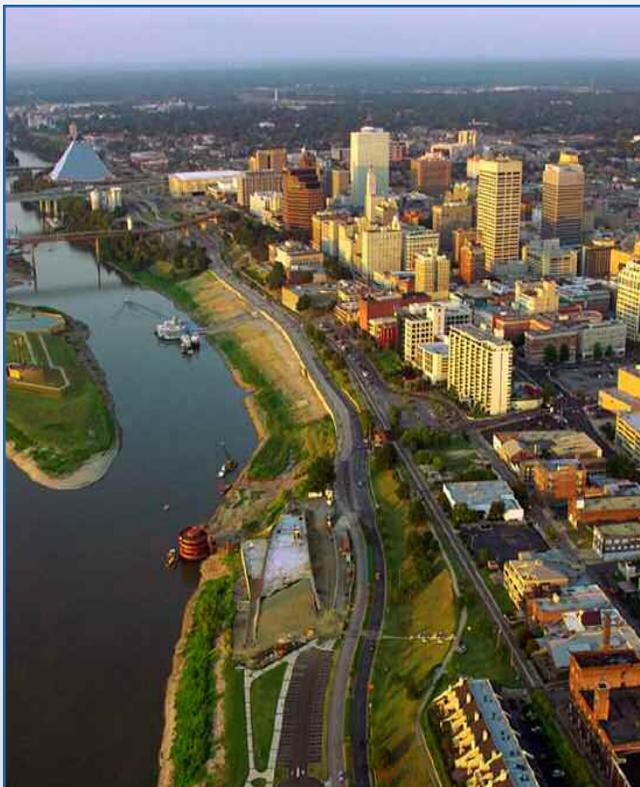
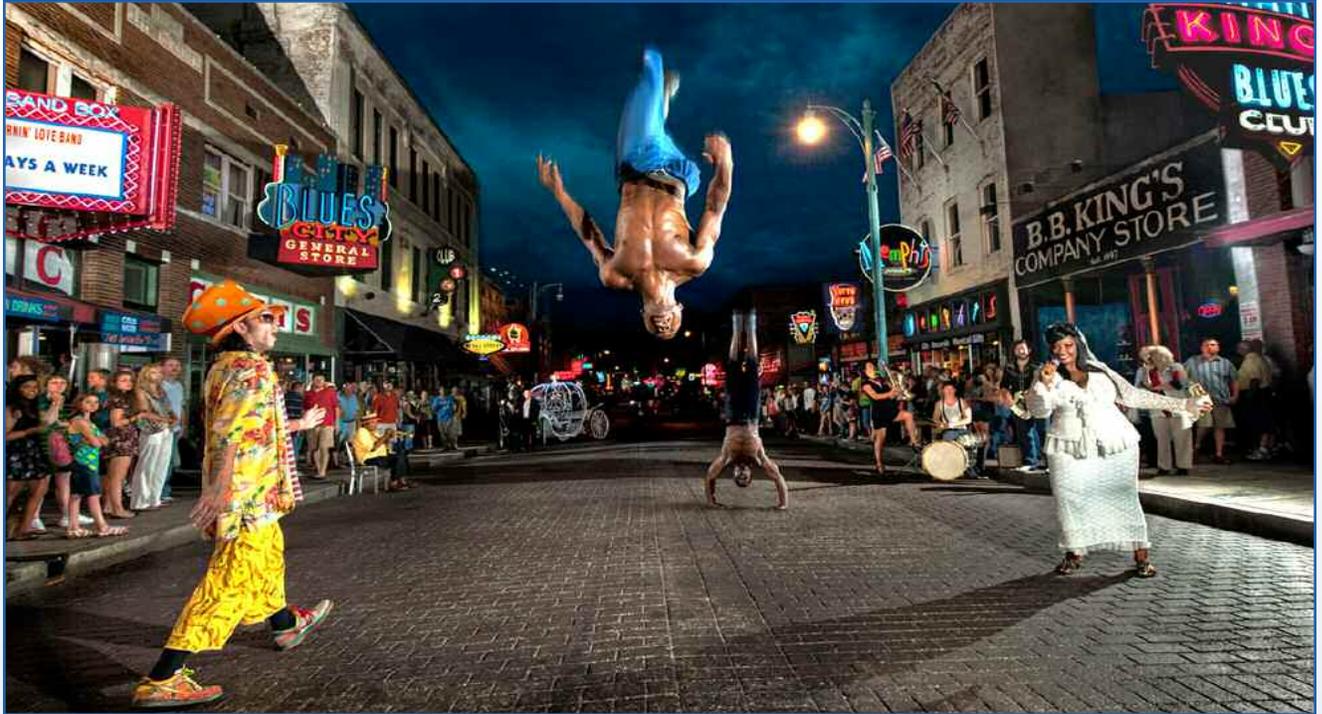
Memphis is located in the southwest corner of Tennessee within Shelby County along the Mississippi and Wolf rivers. It is the largest city in Tennessee and is the 20th largest city in the nation with an estimated population of 674,859.

Climate - Memphis is in the middle of the Sun Belt and is a gardening and grilling haven due to its temperate climate. The city has sunshine about 64 percent of its daylight hours, and you will enjoy the outdoors all year round as Memphis enjoys an average annual temperature of 62°F, with an average summer temperature of 82.5°F (July) and an average winter temperature of 39.9°F (January). The average yearly snowfall is a mere 5.2 inches. Rainfall is distributed evenly throughout the year and averages about 55 inches.

Cost of Living - One of the most attractive features of life in Memphis is the area's remarkably low cost of living. Memphis has all the amenities that come with being the 20th-largest city in the U.S. but at a cost of living nearly 14% below the national metro average. Additionally, Tennessee is one of the lowest-taxed states per capita in the nation and has no state income tax.

Arts, Entertainment and Elvis - Memphis is home of the blues and the birthplace of rock and roll. Music lovers from all over the world come to Memphis to visit Beale Street, Sun Studios and the Stax Museum. Memphis nurtured musical greats such as Muddy Waters, Howlin' Wolf, Johnny Cash, Aretha Franklin, Isaac Hayes, Justin Timberlake and the King himself, Elvis Presley. Elvis's stately home, Graceland, is one of the most-visited private homes in America with over 600,000 visitors a year.





THE COMMUNITY *(continued...)*

Parks - The Memphis area is home to hundreds of beautiful parks. At 4,500 acres, Shelby Farms Park is one of the largest urban parks of its kind. It is home to dozens of lakes and fishing ponds, rolling hills and meadows, miles of paved and unpaved trails, horse stables, paddle boating, forests, and much more. Memphis Botanic Gardens is the perfect place to stop and smell the roses and experience the quiet tranquility of one of the Mid-South's finest horticultural attractions. The Memphis Zoo has over 2,800 animals and was rated as the #1 zoo in the US by Trip Advisor contributors. The zoo is one of only four zoos in the country that serves as home to panda bears.

Sports - Mid-southerners love their sports! Memphis is the home of the fabulous FedEx Forum where it hosts the NBA Memphis Grizzlies basketball team. AutoZone Park is the state-of-the-art stadium that is home to the minor league baseball team, the Memphis Redbirds. Additionally, the PGA hosts an annual professional golf tournament at TPC Southwind to benefit St. Jude's Children's Hospital. For tennis lovers, the Racquet Club of Memphis is the only private club in the world to host a professional ATP Men's and WTA Women's combined indoor tennis event.



THE POSITION

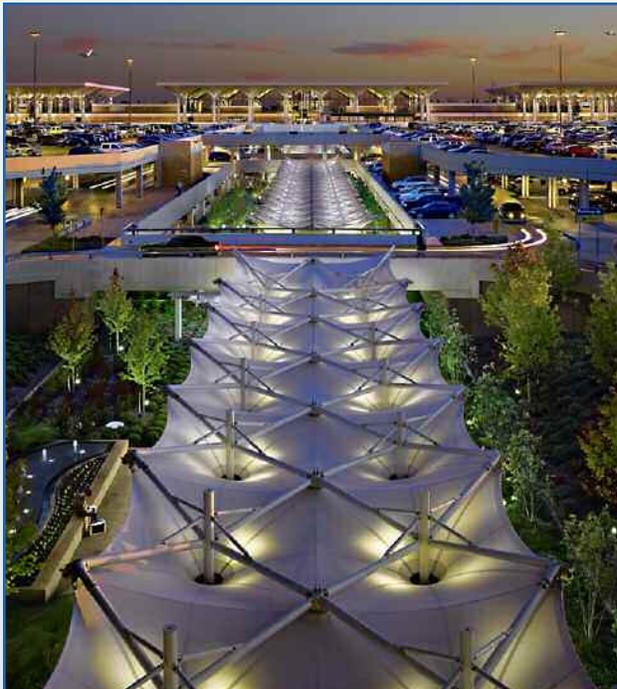
The Senior Manager of Air Service Research and Development will report to the President/CEO and the position will be responsible for researching, developing, and executing a significant increase in air service.

Specific responsibilities include:

- Work closely with the President/CEO in recommending short term and long range goals, objectives, and strategies for the air service research and development functions.
- Work with the Authority's designated air service development consultant in the analysis and preparation of focused air service presentations and participate, as requested, in meetings with airlines regarding the same. Develop passenger utilization information and analysis on existing air service routes to ascertain destination effectiveness including flight times and frequency.
- Meet with Memphis regional corporate travel executives to obtain current and future travel data and trends to establish baseline data in support of air service objectives. Work with leadership of the Memphis Area Air Service Task Force (MAASTF) to communicate and coordinate air service development efforts including incentives necessary to obtain air service.

THE IDEAL CANDIDATE WILL:

- Prepare necessary information to ensure that press conferences, press releases, ribbon cuttings, etc. are accomplished to introduce new air service.
- Prepare a recommended budget for the air service development and marketing functions.
- Attend Board of Commissioners' meetings as well as planning and managing official aviation marketing functions hosted by the MSCAA as it relates to air service development.
- Research, analyze, and publish airline schedule reports; and provide internal statistical informational support to MSCAA departments.
- Recommend general policies to support the attainment of the organization's air service development goals.
- Research, analyze, and prepare marketing plans and strategies for promoting Industrial Business Development; participate in domestic and international trade shows, ad campaigns, and conferences to enhance state, local, and industry efforts to promote tourism within the Mid-South Region.
- Develop and prepare promotional materials. Develop and deliver reports and presentations to management, board, community, and professional groups on existing air service as well as air service development initiatives.



QUALIFICATIONS

A minimum of 5 years of airport or airline management experience with a focus on air service development or route planning is required. A Bachelor's degree in a related field is required and A.A.E. certification is strongly preferred.

SALARY & BENEFITS

The starting salary range for this position is \$95,000 to \$100,000 with an excellent benefit package.

HOW TO APPLY

- A. Please submit (in PDF format) a cover letter, resume, and a minimum of five professional airport references, including your working relationship to them, to ADK Executive Search at: MEM@adkexecutivesearch.com.
- B. Please complete the online ADK employment application form at: [ADK Application Form](#) (this is a secure link).
- C. Your submission should include a separate supplement (in PDF format) with responses to the following:

1. In your airline/airport air service development experience, what has been your greatest success? What were the reasons this project was successful?
2. Why do you think the job of Senior Manager of Air Service Research and Development at MEM is right for you?

Only complete electronic submissions will be considered.

Filing Deadline: Closed to new applications



Please direct questions to MEM@adkexecutivesearch.com