



The Raleigh-Durham Airport Authority Invites Applications for  
**Vice President, Commercial Management**  
Raleigh-Durham International Airport (RDU)  
Raleigh-Durham, North Carolina

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



## The Airport

**The Raleigh-Durham International Airport (RDU)** is governed by the Raleigh-Durham Airport Authority (Airport Authority), a governmental body responsible for the development, operation and maintenance of the airport. The General Assembly of North Carolina chartered the Raleigh-Durham Aeronautical Authority in 1939, which would be changed in 1945 to the Raleigh-Durham Airport Authority. The cities of Durham and Raleigh and the counties of Durham and Wake appoint two members each to the Airport Authority Board of Directors.

RDU is a very busy commercial service airport served by 11 airlines and their regional partners offering service from RDU to more than 65 destinations.

The airlines include Air Canada, Alaska Airlines, Allegiant, American, Delta, Frontier, JetBlue, Southwest, Spirit, Via and United. Major cargo carriers at RDU include Federal Express, UPS, and DHL.

For calendar year 2018, the airport welcomed 12.8 million passengers (a new annual record) and processed over 208.6 million tons of air cargo in 2017. It is one of two primary airports located in the State of North Carolina and is recognized by the FAA as a medium hub airport. *(continued...)*





## The Airport *(continued...)*

**RDU** is home to two primary passenger terminals - Terminals 1 and 2. Terminal 2 is a 900,000 square foot, state-of-the-art, common-use passenger terminal occupied by 10 commercial airlines. The terminals are also home to over 40 retail shops and restaurants. The Airport Authority offers more than 11,000 parking spaces within walking distance of the Terminals and has two remote parking lots. The Authority recently invested more than \$5 million in a new revenue control system, to improve customer experience.

General Aviation facilities at RDU include the 22,000-square foot General Aviation (GA) Terminal, which is owned by the Airport Authority and leased for management by TAC Air. The facility houses two Fixed-Base Operators: Signature Aviation and TAC Air. The current complex offers 30 acres of aircraft parking space for a variety of aircraft sizes and much more. The Authority also has plans to develop a new 48-acre corporate general aviation and hangar campus.

The airport serves a large economic area and is estimated to have over a \$12.5 billion economic impact on the 12-county Research Triangle Region. The airport's total impact on regional employment involves more than 86,000 jobs and helps generate more than \$450 million in taxes.



## The Community

Looking for a wonderful place to live or raise a family? You'll love the eclectic feel of the Raleigh-Durham area. It is no wonder that this area appears on so many "best places" lists...from best places to live to best places to work or play.

**Raleigh, Durham and Chapel Hill** make up the three primary cities of the Research Triangle metropolitan region. The regional nickname of "The Triangle" originated after the 1959 creation of the Research Triangle Park, primarily located in Durham County, four miles from Downtown Durham and close to RDU. It is encompassed on three sides by the city of Durham and roughly midway between the cities of Raleigh and Chapel Hill and three major universities including NC State University, Duke University, and UNC-Chapel Hill.

The Research Triangle region encompasses the U.S. Census Bureau's Combined Statistical Area (CSA) of Raleigh-Durham-Cary. As of 2017, the estimated population of the Raleigh-Durham-Cary CSA was 2,156,253, while the Raleigh-Cary Metropolitan Statistical Area (MSA) was estimated at 1,335,079, making it the nation's fastest growing metropolitan area in the United States.

Anchored by leading technology firms, government, world-class universities and medical centers, the area's economy has performed exceptionally well. Significant increases in population, employment, earnings, personal income and retail sales are projected over the next 15 years.

There is an abundance of places to go and things to see in these cities and their surrounding communities...from their many museums and galleries to "high-octane" sports events and amazing outdoor recreation. The region is also an oasis for foodies and culture. There are countless restaurants and microbreweries, night clubs, gardens, historic sites, museums, beautiful neighborhoods and rolling farms.



## Raleigh, Durham & Chapel Hill



## The Community *(continued)*

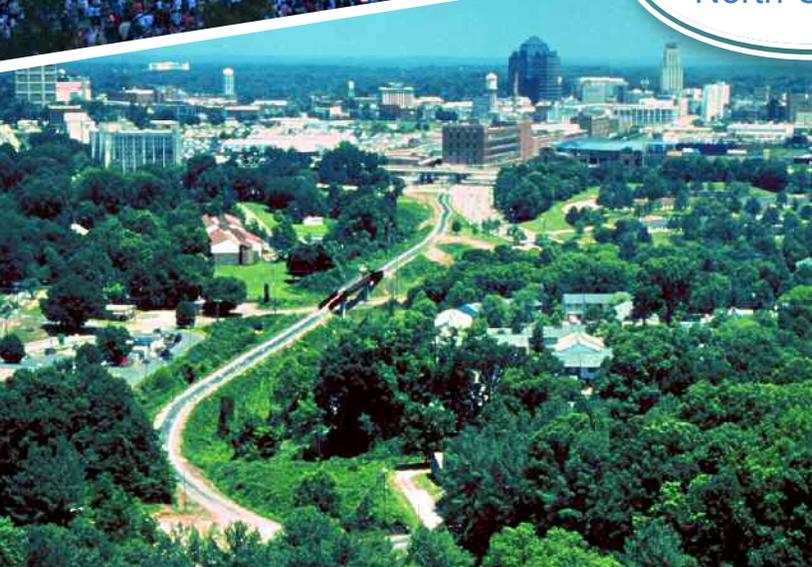
**Raleigh** – the second largest city in North Carolina, leads the state in population growth with an estimated 2017 population of 464,758.

Visitraleigh.com says: “It’s more than a trip to a blossoming Southern metropolis—you’ll feel enriched and energized the instant you’re warmly welcomed by its smart, savvy locals. A top-tier center for technology, education and life science institutions; its artists create a bevy of cultural and culinary touchstones; and its storytellers proudly carry on the collective heritage of a rich, historic capital city.”

### Raleigh North Carolina

Raleigh is home to several professional arts organizations, including the North Carolina Symphony, the Opera Company of North Carolina, Burning Coal Theatre Company, the North Carolina Theatre, Broadway Series South and the Carolina Ballet. The numerous local colleges and universities significantly add to the performing arts options.

Raleigh is also home to the NHL team Carolina Hurricanes. Their venue is the PNC Arena, which also serves as NC State’s home basketball venue. The Arena also attracts big name concerts and events. The area boasts great schools and is rich in youth recreation and sports.



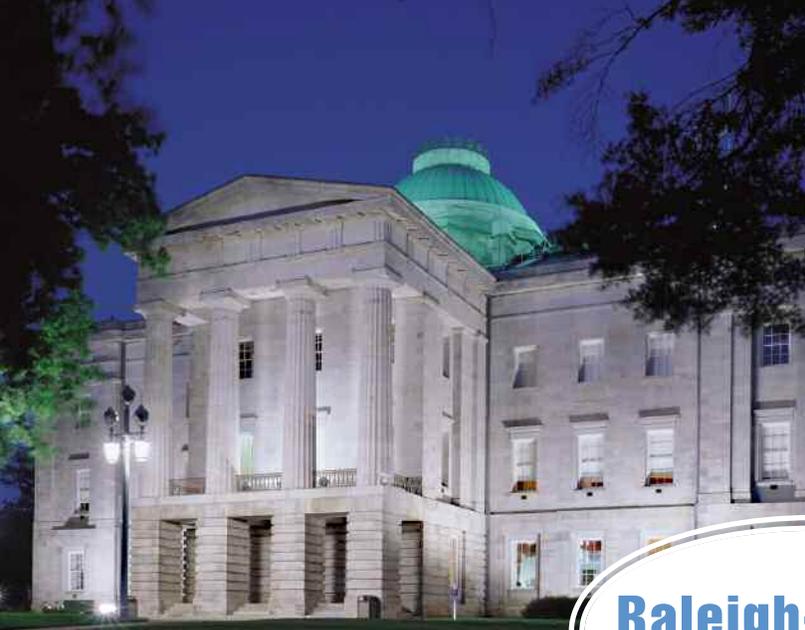
### Durham North Carolina

**Durham** – Known for its edgy authentic vibe, Durham was named “North Carolina’s Hippest City” according to Vogue Magazine. It is home to a rich and diverse population and thriving cultural and entrepreneurial scene. The latest figures show Durham with a population of over 268,016 making it the fourth largest city in North Carolina, welcoming millions of visitors each year.

Durham is the proud home of the Research Triangle Park, Duke and North Carolina Central universities. It is consistently ranked among the best places in the nation to live and work. It boasts highly rated museums, restaurants, ballparks, historic sites, healthcare facilities, sports events, and universities.



Events include jazz festivals, blues festivals, symphony concerts, art exhibitions, and a multitude of cultural expositions, including the American Dance Festival and the Full Frame Documentary Film Festival. *(continued...)*



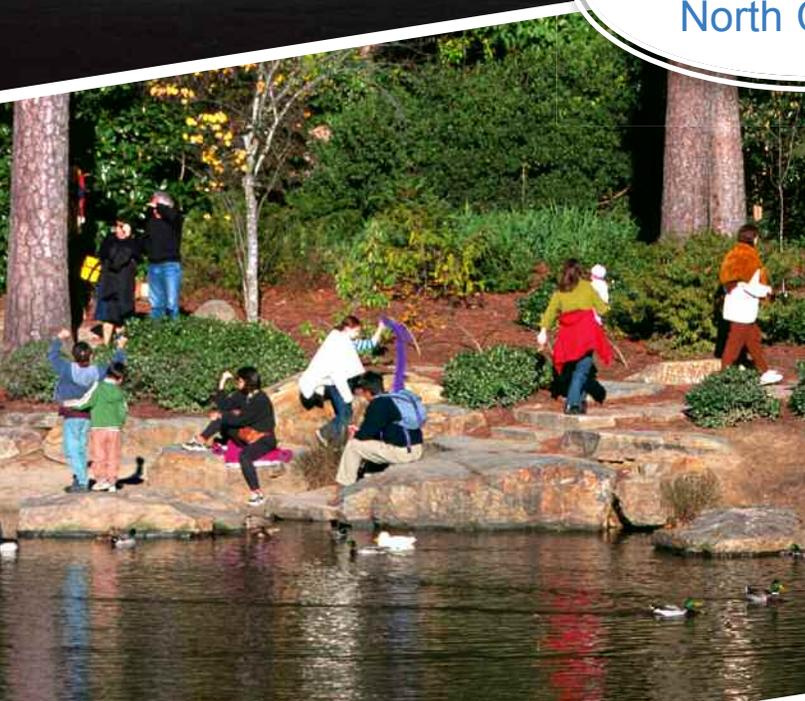
## The Community *(continued...)*

A center of Durham's culture is the Durham Performing Arts Center, which shows live performances and is ranked in the top 12 in the world by PollStar.com. Durham is also home to the Durham Bulls, a premier Triple-A minor league baseball team located in the heart of the American Tobacco Campus.

### Raleigh-Durham North Carolina

#### Raleigh-Durham Area College Sports

The University of North Carolina at Chapel Hill Tar Heels, North Carolina State University Wolfpack in Raleigh, and the Duke University Blue Devils in Durham are all members of the ACC. Rivalries among these schools are very strong, fueled by proximity to each other, with annual competitions in every sport. Adding to the rivalries is the large number of graduates that high schools in the region send to each of the local universities. All three teams consistently produce high-caliber teams. Each of the Triangle-based universities listed have won at least two NCAA Basketball National Championships.



#### AWARDS & RECOGNITION

- Named #2 in The 10 Best Big Cities to Live in Right Now – Money Magazine
- Ranks #2 on latest Forbes List for Businesses and Careers - News and Observer
- Takes the Top Spot on a List of the 100 "Best Cities to Drive in"
- Listed in Top 10 Best Cities for New Grads Starting Out - MarketWatch
- Named #6 in a List of Top 20 State Capitals to Live In - WalletHub
- Raleigh is 1 of 10 Cities Primed for Economic Growth & Opportunity in 2018 - CardRates.com
- Ranks #5 for Best Metros for Dating 2018 - ApartmentList
- Ranked #13 in Best Places to Live - U.S. News & World Report
- Ranked #17 in Best Places to Retire - U.S. News & World Report
- Listed in the 10 Coolest Places to Eat in 2018 - Forbes



## The Position

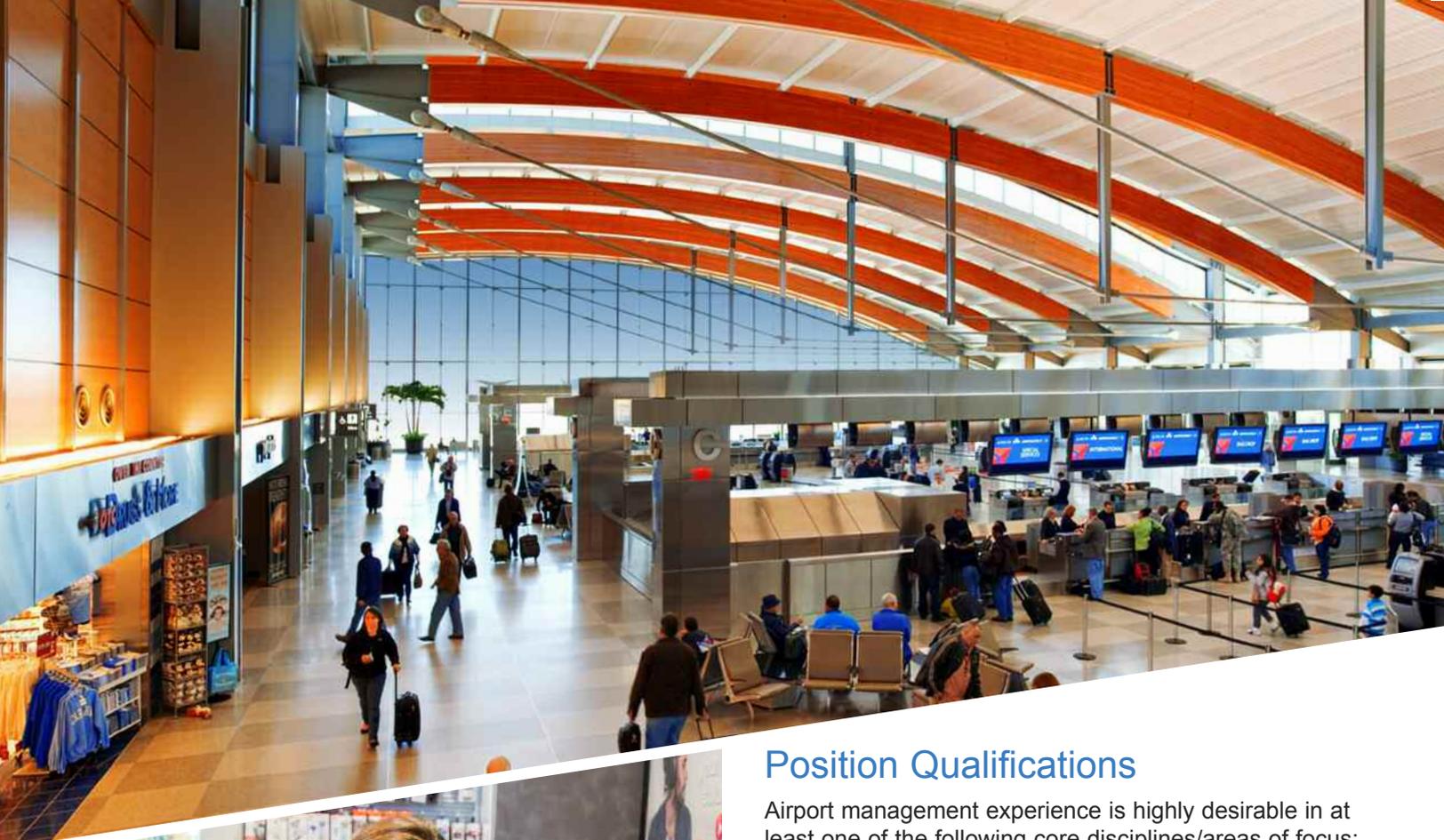
The Vice President of Commercial Management (“VP”) is responsible for working with the SVP & Chief Revenue Officer to develop and implement short and long-term strategies to maximize non-aeronautical revenue and enhance the customer experience in accordance with the Raleigh Durham Airport Authority’s strategic business plan. Specifically, the VP will assist in leading/directing strategic and business initiatives related to growing all airport revenue areas, which includes airport concessions and rental car activities, parking, and ground transportation, commercial properties /real estate development, FBOs and cargo. The VP will play a critical team role in defining and implementing initiatives for profitable and sustainable non-aeronautical business performance and revenue growth. Additionally, the VP will provide leadership, guidance and coaching to a dedicated team, inspiring a collaborative, consensus-driven and collegial culture that is high performing and results focused.

### Essential Duties

- In conjunction with the SVP & Chief Revenue Officer, strategically lead all non-aeronautical commercial management activities/initiatives
- Oversee the development and implementation of commercial management initiatives, programs and projects
- Identify and capitalize on short and long-term commercial management/revenue generation opportunities
- Provide day-to-day leadership/coaching and work with commercial management staff to ensure high performance and results
- Improve and maintain inter-departmental communication, collaboration, and teamwork

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





## Position Qualifications

Airport management experience is highly desirable in at least one of the following core disciplines/areas of focus: commercial management/concessions, property/real estate, parking or ground transportation. Comparable experience that provides the knowledge, skills and abilities to perform responsibilities will be considered. The ideal candidate will have a bachelor's degree in one of the following: airport management, business/business administration, economics, finance, public administration or related field. A master's degree is preferred.

## Salary & Compensation

The starting salary range for this position is \$128,400 - \$178,163 DOE, although an exceptional candidate may qualify for higher starting compensation. The Airport Authority offers an attractive range of benefits.

## How to Apply:

To apply online, [click here](#).

**Deadline for applications:** This position will be opened until filled. Interested candidates are encouraged to apply as soon as possible, as candidate submittals will be reviewed and acted upon as they are received.

Project Manager:

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