



The Port of Seattle invites applications for
Senior Manager, Airport Dining & Retail

Seattle-Tacoma International Airport (SEA)

Seattle, Washington

Executive Search Services Provided by ADK Consulting & Executive Search

The Port of Seattle

The Port of Seattle plays a key role in bringing international trade and travel to the Pacific Northwest.

The Port provides maritime and airport operations for the Puget Sound Region. About 40 percent of the state of Washington's economy is impacted in some way by the Port. The ports of Seattle and Tacoma

are working together in an innovative partnership called the Northwest Seaport Alliance, unifying the management of the two ports' marine cargo terminals and related functions to continue our leading role in international trade.

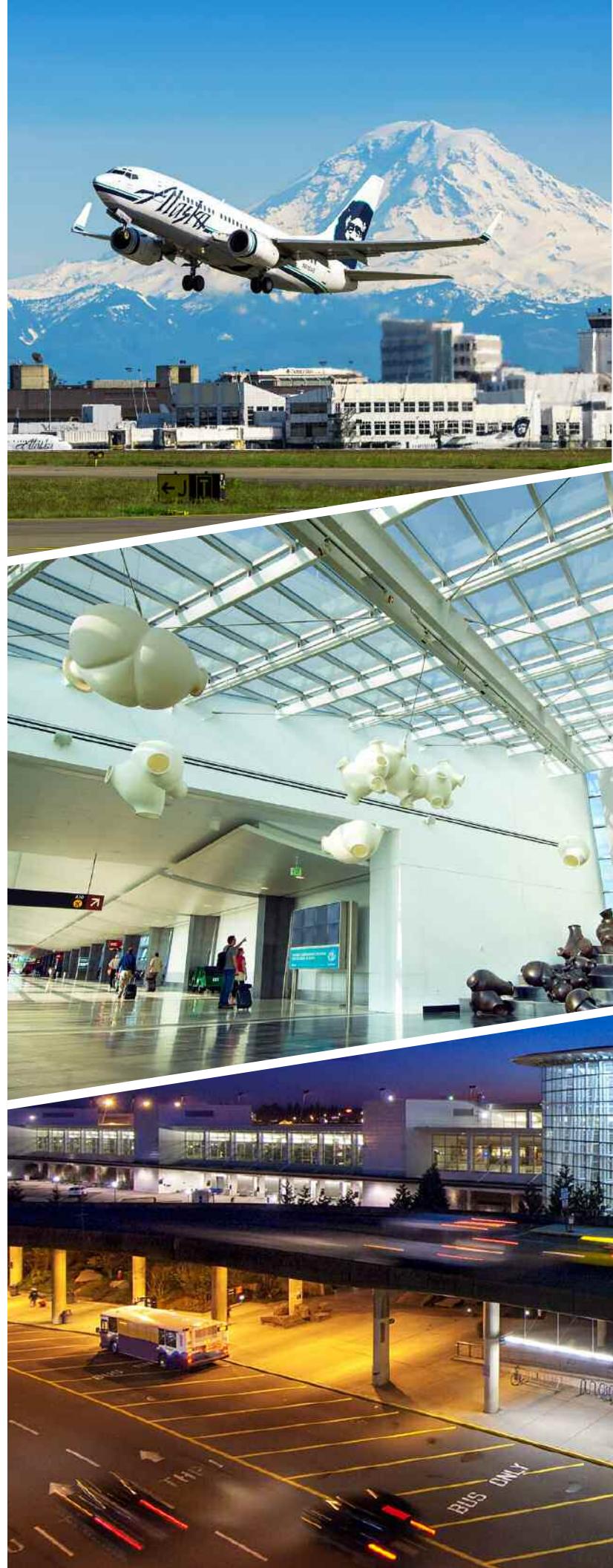
The Port of Seattle manages two cruise terminals that make Seattle the preferred choice for Alaska and Pacific Northwest cruises. Over 1 million visitors are expected during this year's cruise season with 217 ships calling on Seattle. The Port also manages Fisherman's Terminal, the headquarters of the North Pacific Fishing fleet, as well as three recreational marinas and the Maritime Industrial Center.

The Port of Seattle is a public agency that creates jobs by advancing trade and commerce, promoting industrial growth, and stimulating economic development.

Record Sales in Dining & Retail

Sea-Tac is home to over 40 dining establishments ranging from fast food to upscale restaurants, 35 retail units and 13 locations offering a variety of passenger services. The record number of passengers in 2016 spent a record amount of money on dining, retail and passenger services.

Total sales for restaurants, shops and passenger services were \$303.5 million, an 11.8 percent gain over 2015. Sales per boarded (or enplaned) passenger was \$12.01. The Port earned \$55.27 million in revenues from the dining and retail program, funds which go directly back to airport improvements.





The Airport

The Port of Seattle operates Seattle-Tacoma International Airport (Sea-Tac), ranked as the 9th busiest U.S. airport, serving over 45.7 million passengers in 2016, an 8 percent increase – 3.4 million more passengers than in 2015. This growth rate is Sea-Tac's second largest in the past 20 years, only topped by 2015's 12.9 percent increase. International travel also increased in 2016 - 11.1 percent above 2015. Twenty-eight airlines serve 81 non-stop domestic and 24 international destinations. Total air cargo went up for the fifth straight year in 2016, increasing 10.2 percent to more than 366,000 metric tons.

To accommodate more passengers and airlines, the Port is investing more than \$2 billion in capital improvement projects, including the North Satellite Modernization project, a new International Arrivals Facility and new baggage handling system. The capital improvement projects will add more gates to the airport, more than double North Satellite dining and retail establishments and create a direct connection to the terminal and more baggage and passport services for international travelers.

The airport currently employs 869 Port staff members: 601 represented and 268 non-represented.

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

The city lies at the heart of the Puget Sound region and is the home port for ocean-going ships. It spans north and south from Everett to Olympia and stretches 50 miles west to the Pacific Ocean. Along this waterway of awe-inspiring natural beauty, cities large and small are peppered along its shoreline and tuck into the complex system of channels and inlets.

The Puget Sound area offers a rich and diverse array of recreational opportunities for residents and visitors alike. It's a world-class region for boating, hiking, cycling, fishing, sightseeing and non-stop exploring. Getaways run the gamut from cozy country inns to first-class resorts.

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

For more information about Puget Sound region and Washington, [click here](#)



**The City of
Seattle**





The Position

Reporting to the Director Aviation Commercial Management, **the Senior Manager, Airport Dining and Retail** will lead the Airport Dining and Retail (ADR) program at Seattle-Tacoma International Airport. The key goals for this position are to: maximize non-aeronautical revenue; provide an exceptional customer experience for the travelling public; ensure quality operations of existing businesses; and support the creation of jobs through the development of new leasing opportunities. Additional functions will include: directing the ADR team on lease management, guiding the development of sales/revenue forecasts, resolving operational and tenant issues, marketing the program, and leading environmental and technology initiatives.

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

Position Requirements

To be considered for this position, candidates must possess a combination of education and experience, demonstrative knowledge, skills and abilities equivalent to:

A bachelor's degree in business, marketing, communications or a related field; eight years of progressive experience in leadership roles at a medium to large hub airport with responsibility for dining and retail operations; and experience in a leadership role, with responsibility for managing staff.





Salary & Compensation

The starting salary for this position is \$115,066 - \$143,832 with an attractive benefit package.

How to Apply:

A. Please submit, both a **cover letter and résumé**. We require your files to be submitted as **PDF documents**. We prefer that you send both your cover letter and résumé as one combined document. *Please do not send your cover letter in the body of an email.*

Send your **PDF** files to ADK Executive Search at:
SEA@adkexecutivesearch.com

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

Filing Deadline: Open Until Filled

Only complete electronic submissions will be considered.

Email questions to:
SEA@adkexecutivesearch.com

The Port of Seattle is an Equal Opportunity Affirmative Action Employer and is committed to diversity in the workplace. Minorities, women, veterans and individuals with disabilities are encouraged to apply.

