



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 greater Seattle area. 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. Nearly 960,000 visitors are expected during this year's cruise season with 203 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 Airport

The Port of Seattle operates Seattle-Tacoma International Airport (Sea-Tac), ranked as the 13th busiest U.S. airport, serving over 42.3 million passengers and handling more than 332,636 metric tons of air cargo in 2015. For the sixth straight year, Sea-Tac served a record number of passengers, the fastest growth among the top 20 U.S. airports.

The Port is working on a Sustainable Airport Master Plan to look ahead five, 10 and 20 years in the future to manage growth. The capital budget for the airport includes \$1.9 billion in projects over the next five years. This includes the renovation and expansion of the north satellite, a new international arrivals facility, a new high-efficiency baggage system, and the reconstruction of the center runway.

For year ending 2015, Sea-Tac had 21 million enplanements and approximately 381,000 operations. The airport currently employs 869 Port staff members: 601 represented and 268 non-represented.

There are 24 airlines serving Sea-Tac, and the airport is home to several dining options ranging from fast food and kiosks to upscale restaurants. A myriad of retail establishments also serve the airport's many visitors and passengers.

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 and Retail

A record number of passengers in 2015 spent a record amount of money in dining and retail during 2015. Preliminary sales for restaurants, shops and passenger services totaled more than \$241 million, a 9.7 percent gain over 2014. Sales per boarded (or enplaned) passenger was \$11.46. Sales for food and beverage jumped 13.5 percent, while retail sales saw an increase of 7.4 percent. The Port earned just over \$36 million in revenues from dining and retail sales, which go directly back to airport improvements.

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](#).

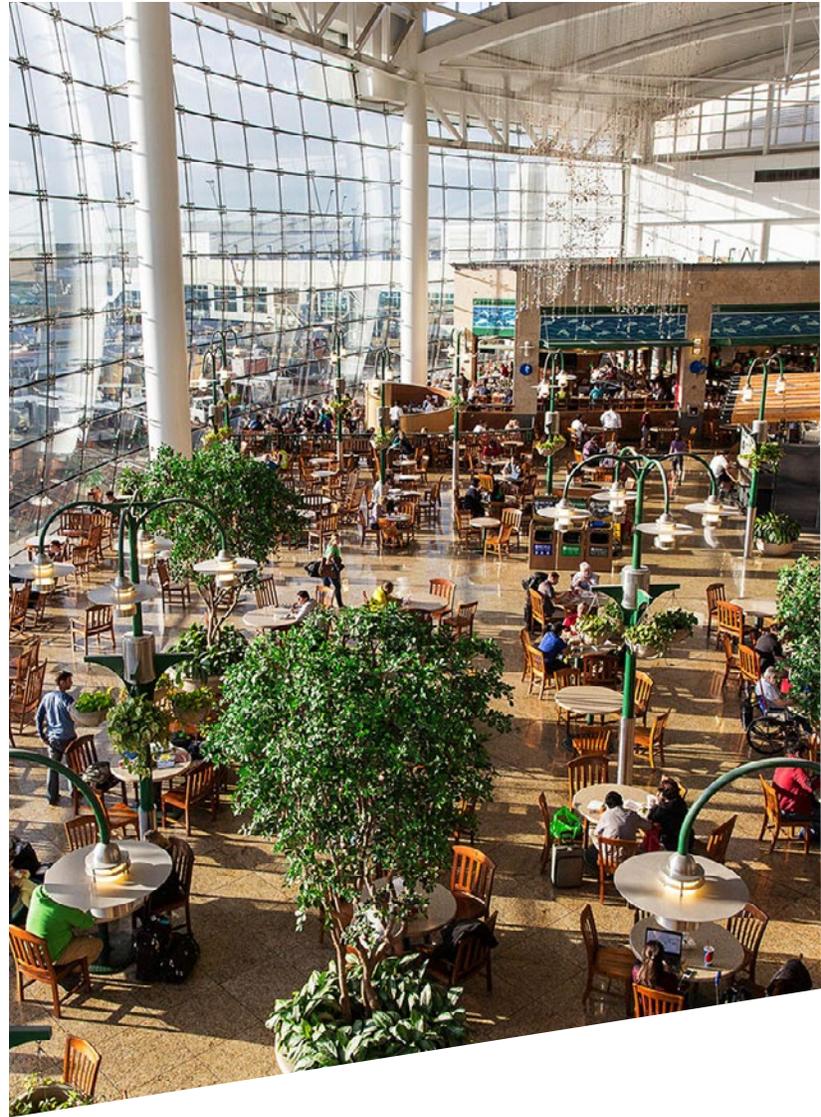


The Position

Reporting to the Director Aviation Business Development, the Manager, Airport Dining & Retail will lead the Airport Dining and Retail (ADR) program at Seattle-Tacoma International Airport in order 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.

With leases for 90 percent of the dining and retail units at the airport expiring during the next several years, this position will drive the ADR program redevelopment in line with the Port Commission's priorities for the program. Additional functions will include: providing direction to the ADR team on lease management, sales/revenue forecasting and analysis, operational and tenant issues, program marketing, environmental and technology initiatives.

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

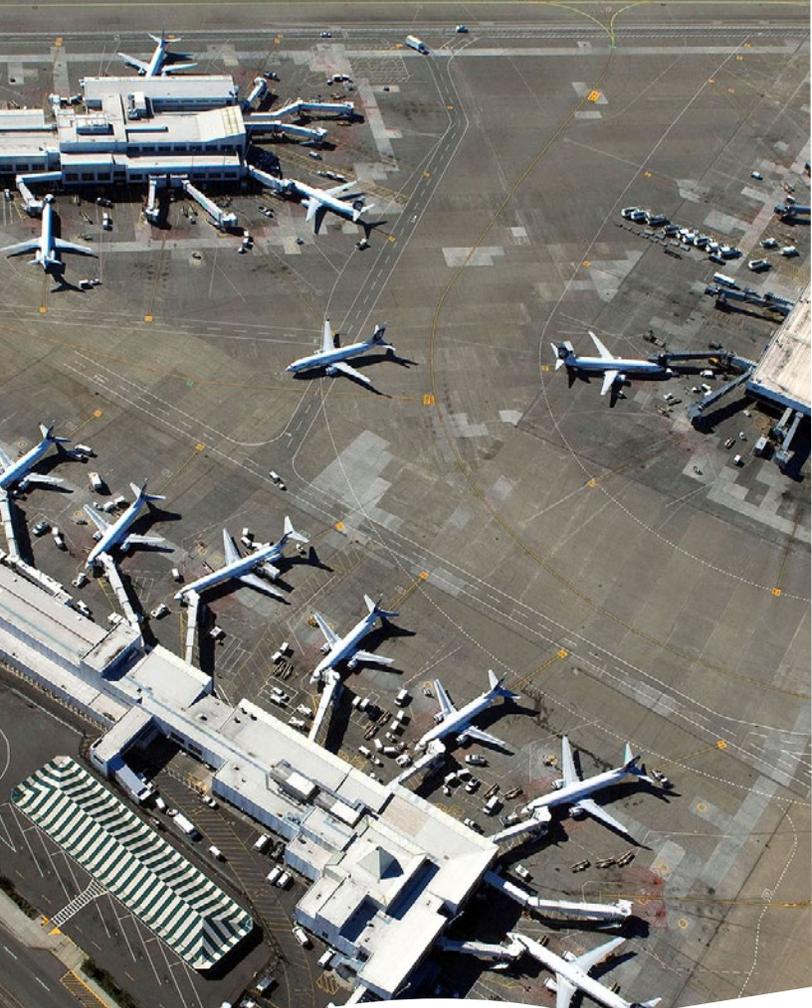


Position Requirements

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 & Benefits

The starting salary for this position is \$112,260 - \$140,324 with an attractive benefit package.

How to Apply:

A. Please submit, **in PDF format**, both a cover letter and résumé. One file is appreciated. 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: Sunday, February 28, 2016

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.

