



**AIRPORTS
WORLDWIDE**

Airports Worldwide invites applications for
General Manager

Orlando Sanford International Airport (SFB)

Sanford, Florida

Executive Search Services Provided by ADK Consulting & Executive Search



The Airport

Situated on approximately 3,000 acres, Orlando Sanford International Airport (SFB) offers top-notch leisure passenger facilities. The airport is conveniently located within the boundaries of the City of Sanford, in the northwestern section of beautiful Seminole County, Florida, 18 miles northeast of Orlando, Florida. SFB provides its customers with convenient, simplified travel facilities and excellent highway access to Florida's renowned beaches and all Orlando area attractions. The New York Times named SFB among the 10 most competitively priced small airports. In 2016, the airport won two U.S. ANNIES awards: one for the Fastest Growing U.S. Airport with 2-5 million passengers achieving a 13.5% growth in 2015, and two for the Airport With the Most New Routes, obtaining 12 new routes in 2016. The year 2016 also marks the fourth consecutive year that SFB had a record number of passengers and the sixth consecutive year of passenger growth over prior year.

Orlando Sanford International Airport benefits from a unique blend of local government and private investing resulting in a very customer-focused airport. SFB is operated through a public/private venture between the Sanford Airport Authority (SAA) and TBI US Operations, Inc. (TBI) which forms part of the global airport network of Airports Worldwide. *(continued...)*





The Airport *(continued...)*

SAA is responsible for the operation, maintenance and development of the airport and its facilities. Corporate affiliates of TBI have been contracted by SAA to manage the international and domestic terminal facilities and parking facilities, develop additional international and domestic air service, and provide ground handling and cargo



services. This public/private venture has created an environment with valuable service benefits for SFB customers and passengers. Significant operators at SFB include Allegiant, Thomson Airways, Interjet, TUI Airlines Belgium, TUI Nederland, and Surinam Airways.

Enplanements for the year ending 2015 were 1,235,479, and 1,248,244 through November, 2016. Air Carrier Operations for the year ending June 2015 were 16,849. Beginning in 2017, Allegiant's state-of-the-art flight simulation and training facility will be based at SFB.



Airports Worldwide (AWW) is the ultimate global parent company responsible for the ownership, operation and management of TBI's airport activities. AWW is currently present in 10 airports throughout 4 countries with numerous subsidiaries with a total of 800 employees in the U.S. including 345 in Sanford.



TBI US Operations, Inc. (TBI) is the parent company for the U.S.

operations of AWW which includes operating entities at the Orlando Sanford International Airport (SFB Operators) and the operations of TBI Airport Management, Inc. (TBI AM). SFB Operators have both a long term lease and long term management contract (each 30 years) with SAA to develop the international and domestic terminal facilities at SFB. TBI AM provides ground handling services at SFB and airport management services to airport operators at six additional airports in the U.S. (Hartsfield-Jackson Atlanta International Airport, Hollywood Burbank Airport, Middle Georgia Regional Airport, Macon Downtown Airport, Atlantic City International Airport, and Raleigh-Durham International Airport).



The Community of Seminole County

Surrounded by the natural beauty of central Florida and only a thirty-minute drive from Orlando's theme parks and great beaches, Seminole County is the ideal place to live, work and play. Centrally located on I-4, it's a paradise where you can take a nature walk on the wild side, step back into history or shop 'til you drop while enjoying clear blue skies, crystal clear springs and exciting attractions.

For the nature lover...

A journey through Florida's Natural Choice takes you right into awe-inspiring scenery made up of fascinating flora and fauna and tranquil waters. Try the St. John's River Ship Company's scenic cruises on Lake Monroe and up the St. John's River. Complete with food, drinks, live entertainment, and opportunities to see wildlife, these air-conditioned cruises promise an unforgettable experience while cruising on a unique river. After the cruise, visit Lukas Nursery where you can stroll through the flora and participate in a butterfly encounter. The gardens provide an irresistible atmosphere of classical music, bubbling water and hundreds of flying butterflies and flowering plants that are sure to delight every visitor.

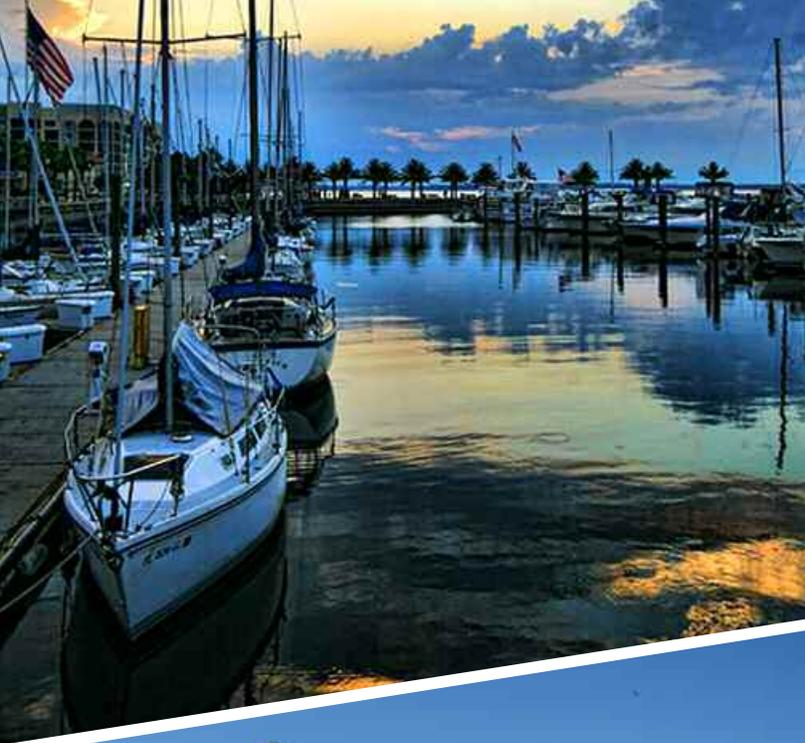
For the family...

For those looking to embark on an exhilarating experience, look no further than either Central Florida Airboats or Bill's Airboat Adventures. Fly like the wind at speeds of up to 45 miles per hour down the St. John's River or through the area's lakes and swamps and experience the thrill of seeing alligators and other species in their native environments. For close access to hundreds of mammals, reptiles and birds, check out Central Florida Zoo, which also hosts ZOOM Air Adventures, a unique aerial adventure course where you can explore perfect natural habitats from an animal's perspective—in the air. Traveling from tree to tree by zip lines, rope bridges and suspended disks is thrilling for all ages.

Sanford is only a hop away from the central Florida theme parks and attractions, but far enough away so that residents do not deal with the crowds. Trips to DisneyWorld, SeaWorld, Universal Studios or LegoLand are easily done in a day, and many Florida residents have annual passes since it is an easy jaunt to take the family just for a fun afternoon.

Sanford/ Seminole County





Community *(continued...)*

For the adventurer...

For those looking to embark on an adventure flowing with excitement, look no further than the 2,000 freshwater lakes and rivers, which allow for swimming, canoeing, kayaking, fishing, boating, hiking and other outdoor activities on wilderness trails and serene waterways. The Wekiva River, which is fed by crystal clear underground springs, is one of the area's most popular attractions and is federally protected for its scenery, recreation, geology and wildlife. Enjoy Wekiwa Springs State Park's 6,397-acre compound that has not changed since the Timucuan Indians speared fish in the spring-fed creeks and stalked deer in the uplands. Seminole County is also home to Lake Jesup, which is famed for having the highest alligator lake population in all of North America.

Seminole Schools

Seminole County Schools are renowned for excellence. MONEY magazine identified Seminole County schools as one of the top 100 school districts in the nation in terms of offering high quality education in a moderately priced community. The school district has been recognized every year since 1992 for being in the top 10% of the nation's 15,600 school districts as meeting the needs of families choosing schools. Seminole County had 94% of their schools rated A or B schools with 80% earning an A.

For Seminole County information visit [Seminole County Florida](#) and [Visit Seminole](#).



The Position

The General Manager position will be primarily responsible for the overall conduct of TBI's business interests and operations at the Orlando Sanford International Airport. The General Manager will cultivate positive relationships with airport stakeholders and provide oversight, guidance, leadership and support for the SFB and TBI AM teams as TBI pursues its goals and objectives for the business. In addition, the General Manager will develop and execute AWW's corporate strategy, in conjunction with the AWW President, and provide oversight of operational support to AWW global assets, including, without limitation, the Costa Rica airports. The individual must be a highly motivated self-starter who requires little direct guidance, a problem solver, very entrepreneurially minded, and must thrive in a dynamic environment.

Position Preferences

- Degree in business administration or airport management preferred
- 10+ years of experience at an air carrier airport
- Minimum of 5 years of experience in business management, planning and financial oversight
- Accredited airport professional certification preferred
- Experience in aeronautical and non-aeronautical commercial development preferred

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

Salary & Compensation

This position has a very competitive compensation package plus a performance based incentive program and an excellent benefit program.

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 resume 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: **TBI@adkexecutivesearch.com**

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

Filing Deadline: Sunday, January 15, 2017

We will only consider complete electronic submissions.

Email questions to: **TBI@adkexecutivesearch.com**

