

King County Announces Selection of Business and Development Manager



Mark Witsoe, A.A.E.

SEATTLE, WA - After conducting a national search, King County would like to welcome Mark Witsoe, A.A.E., as their Business and Development Manager. Witsoe will begin his new position on July 18th at the King County International Airport (BFI).

Witsoe has been in the aviation industry for 27 years and he is an accredited member of the American Association of Airport Executives.

Witsoe, who will be joining the team at King County International Airport, was most recently from the Port of Portland, where he served as the Business Development Manager. Prior to Portland International, he was the Manager of Property Administration for the Reno-Tahoe Airport Authority. Before specializing in management of airport properties, Witsoe was an Operations Superintendent at Norman Y. Mineta San José International Airport and gained early experience with an engineering firm that specialized in general aviation projects.

The Business and Development Manager is a new position to BFI's leadership structure that will focus on the development of an integrated strategic plan for business development at the airport. Responsibilities will include the creation of short and long term strategies using an entrepreneurial approach to the leasing and development of property. This position will be responsible for the marketing of future development opportunities, the preparation of Requests for Proposal (RFPs) and close involvement with the negotiating and awarding of business development projects. This effort will include the engagement of industry specialists to analyze potential opportunities and will proactively reach out to the industry to seek prospective tenants. This position will also focus on cultivating and enhancing an organizational culture by placing a strong emphasis in the airport's "customer first" organizational approach for internal and external customer service.

Witsoe has an MBA from the University of Nevada and a Bachelor's of Science degree from Arizona State University with a focus in Air Transportation Management.

This search was conducted by ADK Executive Search, a retained executive search firm specializing exclusively in searches for the aviation community.

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