



**The Fort Wayne - Allen County  
Economic Development Alliance**

**and**

**The Fort Wayne - Allen County  
Airport Authority**

*invite application for the position*

# **Vice President Airport Development**



## An Overview of the Position



### Vice President, Airport Development

The Vice President of Airport Development is primarily responsible for the marketing and development of all property owned by The Fort Wayne – Allen County Airport Authority (FWACAA) for aeronautical and non-aeronautical purposes, excluding terminal area usage by concessionaires, parking vendors, or the airlines. This includes both the Fort Wayne International Airport (FWA) and the Smith Field Airport (SMD), the adjacent Air Trade Center and all other developable property owned by FWACAA.

The Vice President administers and directs the airport development program in concert with the economic development guidelines of The Fort Wayne Allen–County Economic Development Alliance (Alliance) and FWACAA. He/she plans, organizes, markets, and negotiates business development activities for the betterment of FWACAA and the Fort Wayne community. The Vice President develops and implements goals, objectives, policies, procedures and work standards for the department.

He/she creates and executes a long-term strategic marketing and development plan with periodic reviews and an annual update. He/she: interacts with existing and prospective companies in pursuit of growth opportunities for both airports; generates leads and provides follow-up with prospective users of airport property; positions Foreign-Trade Zone 182 as a unique resource and marketing tool for FWA property and the community in general; represents Alliance and FWACAA in meetings and/or makes presentations to other public and private organizations; participates in trade shows and professional organizations judged to be in line with the described activities; and maintains a reporting responsibility to both the Alliance and FWACAA.

### Attributes of the Ideal Candidate

The successful candidate must be a self-starter, be self-sufficient, and display an unbridled level of enthusiasm for this position. The individual must possess a unique blend of air transportation experience, economic development, and marketing capabilities.

#### Links:

- [The Alliance](#)
- [Fort Wayne-Allen County Airport Authority](#)
- [City of Fort Wayne](#)
- [Allen County](#)
- [The Chamber of Commerce](#)
- [Northeast Indiana Regional Partnership](#)

#### All-America City Award:

Fort Wayne was named in the top 10 finalists in the 2007 All-America City competition. The All-America City award is the oldest and most prestigious civic recognition competition in the United States. The 2007 winners tackled tough community issues such as healthcare, environmental protection, demographic change, economic development, promotion of the arts, innovations in parks and recreation programs. Others were cultural diversity, education, neighborhood revitalization, youth involvement in local decision-making and public safety.

## Job Requirements

### Requirements & Preferences

To be eligible for this position, an applicant must have at least a Bachelor's degree in Business, Finance, Airport Administration, Marketing, Public Administration or closely related field. An MBA is very desirable.

To become a finalist, you will have five (5) years of experience in one or more of the following areas: Airport Business Development, Commercial and Industrial Real Estate Development, Economic Development, Logistics, Air Cargo, Customs Brokerage, etc.

Significant sales/marketing experience to match technical background described above is also required.

A well qualified candidate will have ten (10) + years experience as described above with considerable experience in three or more of the areas described above. Foreign Trade Zone experience is a plus.

A.A.E. or CM certification is preferred. If you do not possess a certification, a commitment to achieve CM status within 24 months and A.A.E. accreditation within 36 months should be expressed. Candidate must also have a valid state driver's license.

## Fort Wayne



As of July 1, 2008, Fort Wayne had an estimated population of over 251,000 and is the second largest city in Indiana. So what does Fort Wayne have to offer? [www.findyourspot.com](http://www.findyourspot.com) says Fort Wayne is a “choice” town. Since we could not say it any better, we quote them.

“In the northeast corner of Indiana, not far from the Michigan border and a stone’s throw from Ohio, lays Fort Wayne. This *choice* town has earned the All-America City Award and the prestigious City of Livability Award, and it is easy to see why. Fort Wayne is an unassuming town, made special by its exceptionally high quality of life.

Wonderful opportunities exist in education, employment, arts, and recreation. These, plus a comfortable climate, excellent medical care, a secure environment, and a low price tag on everything the city has to offer make Fort Wayne a truly appealing place.

Fort Wayne’s strong economy is grounded in its origins as a farming community, but today jobs in manufacturing, electronics, education, insurance, and medical services are also plentiful. Educational opportunities are rich and varied, particularly for post-secondary schooling, and students can choose from a liberal arts education, training in the health care industry, or anything in between. Arts United of Greater Fort Wayne ensures residents and visitors have the opportunity to enjoy arts and culture, whether they choose the symphony, ballet, civic theater, art museum, or historical society.

Recreational activities also abound at the city’s 87 public parks and at facilities where pro teams compete in basketball, baseball, football, and hockey. A four-season climate gives locals great opportunity to enjoy their favorite sports, whether it’s gliding across the ice at a city rink or splashing in the water at a public pool.

In addition, residents have access to five top-notch hospitals, with state-of-the-art

heart and cancer centers. All this combined with a cost of living that ranks consistently below the national average, and it’s easy to see why the beautiful, green neighborhoods, and progressive business climate of Fort Wayne continues to win awards and attract newcomers. This is truly one of the greatest cities in America.” Find more information at: <http://findyourspot.com/report/FortWayneIN>

[www.visitfortwayne.com](http://www.visitfortwayne.com) says: “If your child dreams of taming tigers, Fort Wayne Children’s Zoo is ranked by Child Magazine as one of the top ten zoos in the U.S. Come meet Dumadi the baby orangutan or check out the baby giraffe expected in the African Journey this summer!...Let your child get a grip on the natural world at Science Central, Indiana’s playground for the mind!

For theatre lovers, the historic Embassy Theatre hosts acclaimed traveling shows each year, as well as, top-notch Fort Wayne performing groups. From touring Broadway show productions to Civic Theatre productions and First Presbyterian Theater productions, Fort Wayne is set to host a lively theater season. Fort Wayne is also home to the year-round Fort Wayne Philharmonic, acclaimed Fort Wayne Ballet, touring concerts and more!”

### Things to Do Links:

- [Convention & Visitors Bureau](#)
- [Museum of Art](#)
- [Philharmonic](#)
- [Children’s Zoo](#)
- [Parks](#)
- [Fort Wayne Komet Hockey Club](#)
- [Tin Caps Baseball](#)
- [Mad Ants Basketball \(NBA-D League\)](#)
- [IPFW Division I Athletics](#)



## Compensation & Benefits

Starting salary range is \$85,000 - \$95,000 DOE.  
The range of benefits available includes:

- Full Family Health Coverage (Includes Health, Dental, Vision)
- 401 (k) Plan with 1:2 Match (Employer to Employee)
- Employee Assistance Program
- Vacation/Sick/Personal Leave
- Relocation Assistance
- Tuition Reimbursement and Other Personal Development

## How to Apply

Please submit a cover letter, résumé and at least five professional references to ADK Executive Search at:

[Alliance@adkexecutivesearch](mailto:Alliance@adkexecutivesearch)

Your cover letter should include the following:

1. Your experience in commercial real estate leasing, development, and corporate services including the management of asset based portfolios.
2. Describe an innovative approach to development that has enabled your client and your employer to enhance their financial statements through increased revenue production.
3. Describe what areas of an airport you have administered/supervised, especially in airport properties, and management of any audits or special projects. Include any experience you have had in dealing with Foreign Trade Zones.
4. Your experience in planning, developing, and implementing an airport advertising/marketing program.
5. Your negotiating experience in an economic development setting including industrial development, air cargo, and third party logistics.
6. Your people skills dealing with diverse community interests as well as intergovernmental relations.

### **Filing Deadline**

**Friday, January 30, 2009**

Only complete electronic submissions will be considered. A single pdf file would be appreciated.

For any questions regarding this position, please call Annell Kuelpmann at (904) 536-8104 or email [annell@adkexecutivesearch.com](mailto:annell@adkexecutivesearch.com).

