The Massachusetts Port Authority (Massport) Invites Applicants for

Director of Airline Route Development

Boston, Massachusetts

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About Massport

The Massachusetts Port Authority (Massport) is an independent public authority in the Commonwealth of Massachusetts that is governed by a seven member Board. Massport is financially self-sustaining and contributes to the regional economy through the operation of three airports—Boston Logan International Airport, Hanscom Field and Worcester Regional Airport; the Port of Boston’s cargo and cruise facilities; and property management/real estate development in Boston. Massport’s mission is to connect Massachusetts and New England to the world, safely, securely and efficiently, never forgetting our commitment to our neighbors who live and work around our ports and facilities.

Massport is an integral component of a national and worldwide transportation network, operating New England’s most important air and sea transportation facilities that connect passengers and cargo with hundreds of markets around the globe.

Massport continually works to modernize its infrastructure to enhance customer service, improve operations and optimize land use, and has invested more than $4 billion over the past decade in coordination with its transportation partners.

Massport also strives to be a good neighbor closer to home. Working in concert with government, community and civic leaders throughout Massachusetts and New England, Massport is an active participant in efforts that improve the quality of life for residents living near Massport’s facilities and who make sacrifices every day so that Massport can deliver important transportation services to families and businesses throughout New England.

Boston Logan International Airport

Boston Logan International Airport (BOS) is New England’s largest transportation center and an economic engine that generates $13.3 billion in economic activity each year. It is a city within a city on a 1,700-acre footprint of land with a fire department, police department, power plant, two hotels, and 27 acres of landscaping along the roadways and terminals. Logan has four passenger terminals, each with its own ticketing, baggage claim, and ground transportation facilities, that are connected to the central parking garage by a walkway system.

The aviation market at Logan Airport continues to exhibit strong growth due to a healthy local economy, robust airline industry and expanding service. As the 4th fastest growing large US airport, Logan had almost 20 million enplanements in 2017, around 6% more than the previous year. Logan currently serves a record 130 non-stop destinations in North America, Europe, the Middle East, Asia, Central America, and South America. Non-stop international destinations have more than doubled in the past 10 years, up from 26 in 2006.
Hanscom Field

Hanscom Field is a full-service general aviation airport and popular choice for business executives for convenient access to key hubs in the Commonwealth of Massachusetts.

Located in Bedford, Massachusetts, Hanscom Field serves as an access point to the City of Boston, which is about 20 miles northwest, and to "America's Technology Region" situated along the Route 128/95 and Route 495/3 corridors. Hanscom plays a critical role as a corporate reliever for Boston Logan International Airport.

Worcester Regional Airport

Conveniently located in the heart of Central Massachusetts, Worcester Regional Airport's amenities include a $15.7 million passenger terminal and over $12 million worth of airside improvements such as lighting systems, navigational aids and a new control tower.

Worcester is New England’s second largest city and Worcester County is the second fastest growing county in Massachusetts, along with the Boston Metro West region and the bustling Interstate 495 corridor. Worcester Airport features four jet way gates, two ramp level gates, baggage carousels, TSA passenger and baggage screening systems and extensive general aviation services and amenities including a fixed-base operator. Worcester Airport continues to grow and offer new service, providing passengers increased access to additional business and leisure markets.

Port of Boston

Massport carries on New England's proud tradition as a world trade leader by offering regular shipping service to Europe, Asia and elsewhere. Boston’s is the oldest continually active major port in the Western Hemisphere. The Port of Boston has been a vital transportation and economic resource for New England since Boston’s founding in 1630.

High-tech queuing gates and a major terminal expansion program help make the region's businesses even more competitive in global markets by speeding cargo to its final destination and efficiently connecting New England products with more than 100 international ports. Conley Terminal processed more than 270,000 TEUs (Twenty-foot Equivalent Units) in 2017, its 3rd consecutive record year for volume. The Boston Harbor Maintenance Dredging Project was completed in late 2017 to maintain the Chelsea Creek and the Mystic River, and the Harbor Improvement/Deepening project is expected to begin in 2018 to prepare Conley Terminal to accommodate the larger cargo ships that are already calling there.
Boston: The “Hub of the Universe”

Boston is a wonderful blend of stylish sophistication and historic New England charm. You can easily uncover the city’s past while enjoying its distinctively modern edge. There is always something to see and do in Boston, from the rich historical landmarks dating back to the American Revolution to the exciting cultural and entertainment venues, Boston is a vibrant, thriving city. That’s why Boston is often referred to as the “hub of the universe.”

The renowned Freedom Trail is a 2.5 mile, brick lined route that leads you to 16 historically significant sites. What better way to experience the rich history of our ancestors and the American Revolution here in Boston. The trail starts at the front door of the Boston Common Visitors Center located at 139 Tremont Street, Boston, MA and ends 2.5 miles away at the USS Constitution in the Charlestown Navy Yard. In between you can visit the official sites on the trail.

Renowned for its educational institutions, greater Boston has more than 100 colleges and universities, including Harvard and MIT. Boston is also home to some of the world’s finest research and teaching hospitals.

A walk through the Public Garden is simply delightful - whether winter or springtime. Boston Harbor offers a multitude of activities from harbor cruises at high noon to romantic sails at sunset, from whale watches out on the ocean to people-watching along the new HarborWalk.

Boston shops and galleries are inviting any time of year whether you’re a serious and seasoned shopper, a bona-fide bargain hunter or a whimsical window shopper. You can browse glass-enclosed arcades, meander open-air marketplaces and stroll among independent brownstone boutiques.

There’s history to be enjoyed as well as the freshest local seafood. There are pocket-parks, public squares and the Arnold Arboretum to stroll or picnic. There are movies under the stars and star-studded concerts. Enjoy a Boston tradition with a spin or two around the Frog Pond. Children will enjoy cooling off in the fountain during the summer.

Explore the hidden gardens of Beacon Hill, the inner courtyard of the Isabella Stewart Gardner Museum and the enclosed garden at Trinity Church. Sample award-winning cuisine at four-star restaurants or neighborhood bistros. Sample hand-crafted beers and taste test at Chowderfest.
The country's first public library with more than 6 million volumes is equally a museum masterpiece filled with murals, frescoes, paintings and sculptures. Some might also consider the Hard Rock Café and its memorabilia, a museum.

Up for a little globetrotting? Attend one of many ethnic festivals, take a culinary tour of Boston’s Little Italy or enter the vividly colored Mapparium, a stunning 30 foot stained-glass globe.

Go sailing, rent a bike or walk along the Charles River which touches parts of Boston and Cambridge.

Greater Boston has restaurants for every palate and every pocketbook. From Afghan cuisine to vegan only, from steakhouses to seafood, dining options are almost limitless. Of course, most can't resist the lobster and clam chowder - a special New England treat!

Year round, Boston's calendar is brimming with exceptional musical and theatrical productions and annual performances, new exhibitions and timeless favorites, walking tours or trolley tours, ethnic festivals and festivals of Food & Wine.

Boston’s museums are among the finest in the country and their attractions are endless! View great works of art, stand inside a stained glass globe, experience the world of science, or tour a local brewery. Culture, art, history and fun – your exploration of Boston starts at these wonderful museums and attractions.

Boston’s cultural calendar is seemingly infinite. Mellow jazz clubs, rock concerts, Mozart concertos, children’s puppet shows, musicals, classic plays and much, much more. In addition, there are exquisite performing art organizations like the Boston Ballet and Boston Symphony Orchestra. Boston residents and visitors alike can satisfy their love of the arts.

Nightlife in Boston thrives with its many theatres, bars, pubs and clubs. If you enjoy a lively night-on-the-town or simply sitting cozy at a piano bar - whatever your pleasure, Boston has it.

Sources:
Bostonusa.com
Massport.com
The Position

**Director of Airline Route Development** is responsible for attracting new and expanded international and domestic passenger and cargo flights to Logan International Airport and other Massport owned or operated airports, while maintaining existing services.

**Essential Tasks Include:**
- Planning and conducting activities designed to maintain and increase the level of international and domestic passenger and cargo flights to Logan International Airport and other Massport owned or operated airports.
- Meeting with Airline Planning executives and other senior airline executives worldwide to present route development opportunity proposals in accordance with business plan.
- Tracking status of international bilateral agreements and implementing tactics to exert influence on negotiations between the U.S. and foreign governments to position Logan International Airport for increased service.
- Maintaining and developing relationships to foster route development efforts.
- Recommending, developing and implementing effective strategies for communicating Airline Route Development initiatives.
- Representing Massport to a variety of public and private sector airline marketing organizations.
- Directing Consultant services and preparing RFPs and contracts for specialized route development services.

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

**Position Qualifications**

The ideal candidate will have thorough knowledge of international airline planning, marketing, finance and economics development and thorough knowledge of international sales and marketing and cultural protocols.

Successful candidates will have a bachelor’s degree in marketing, business administration, finance, economics or related field or equivalent professional experience required. Master's degree preferred. Also required is 5-7 years’ experience in airline planning, revenue management, or marketing or 5 – 7 years’ experience in airport route development or aviation business consulting.
Compensation & Benefits

The salary range for this position is up to $170,000 depending on experience, and includes an attractive benefits package.

How to Apply:

To apply online, click here.

Filing Deadline: Open until filled

Project Manager: Annell Kuelpmann
annell@adkexecutivesearch.com