



The Massachusetts Port Authority (Massport) Invites Applicants for  
**Director, Aviation Business & Finance**

Boston, Massachusetts

*Executive Search Services Provided by ADK Consulting & Executive Search*

# About Massport

Massport is a port authority in the Commonwealth of Massachusetts and governed by a seven member Board. Massport 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. The mission – A world class organization of people moving people and goods – and connecting Massachusetts and New England to the world – safely and securely and with a commitment to their neighboring communities.

Massport is a financially self-sustaining public authority whose transportation facilities generate more than \$17.9 billion annually; no state tax dollars are used to fund operations or capital improvements at Massport facilities. Massport has its headquarters in the Logan Office Center, adjacent to Logan Airport in East Boston.

Over the past decade, Massport and its transportation partners have invested more than \$4 billion to improve and modernize their facilities and equip these facilities with the latest time-saving and customer service amenities.

## Boston Logan International Airport

Boston Logan International Airport (BOS) is New England's largest transportation center and generates \$13.4 billion in economic activity each year. It is a city within a city on a 1,700 acre footprint of land. The airport has a fire department, a police department, a power plant, two hotels, a non-denominational chapel and 27 acres of landscaping along the roadways and terminals. For year ending 2015, BOS had 16,680,910 enplanements.

Logan Airport has four passenger terminals, A, B, C and E, each with its own ticketing, baggage claim, and ground transportation facilities. The terminals are connected to the central parking garage by a walkway system. In all, there are 94 gates with contact jet bridges and nine regional jet gates at the airport and more than 81 airlines fly nonstop to more than 119 domestic and international destinations.

## Hanscom Field

Hanscom Field is a full-service general aviation airport and popular choice for business executives who want convenient access to Eastern Massachusetts and "America's Technology Region" situated along the Route 128/95 and Route 495/3 corridors.

Located about 20 miles northwest of Boston in Bedford, Massachusetts, Hanscom Field plays a critical role as a corporate reliever for Boston Logan International Airport.





## Worcester Regional Airport

Conveniently located in the heart of Central Massachusetts and owned/operated by the Massachusetts Port Authority,



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 Regional Airport serves Worcester County, the second fastest growing county in Massachusetts, along with the Boston Metro West region and the bustling Interstate 495 corridor. Worcester Airport offers travelers comfort and accessibility and features four jet way gates, two ramp level gates, baggage carousels a TSA installed passenger and baggage screening system and extensive general aviation services and amenities including a fixed-base operator.



## 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 is the oldest

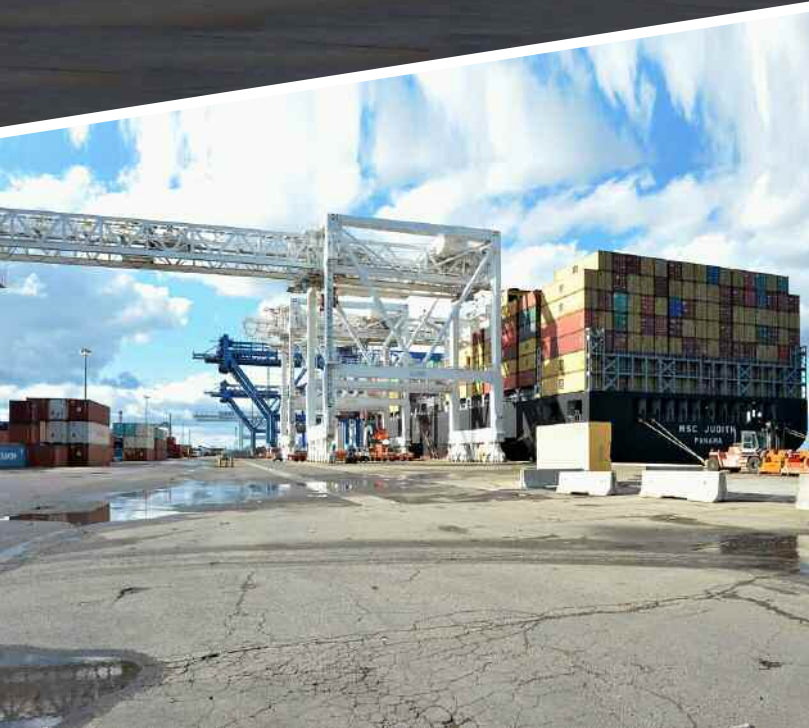


continually active major port in the Western Hemisphere. The Port of Boston has been a vital transportation and economic resource for New England since Boston's founding in 1630.

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.

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 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.



## The Boston Community

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.

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.

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.

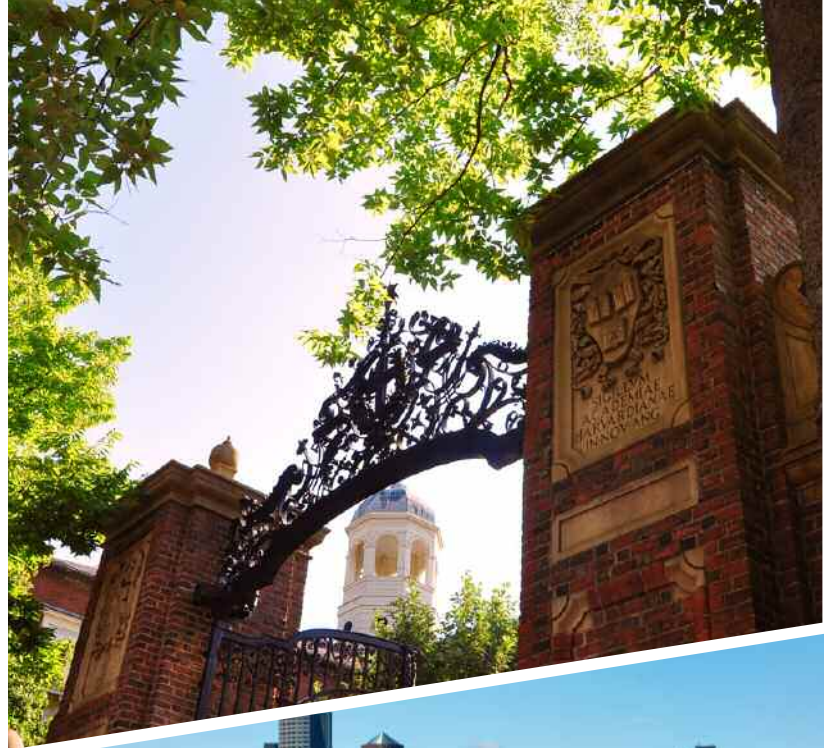
Explore the hidden gardens of Beacon Hill, the inner courtyard of the Isabella Stewart Gardner Museum and the enclosed garden at Trinity Church. Sample award-winning cuisine at four-star restaurants or neighborhood bistros. Sample hand-crafted beers and taste test at Chowderfest.

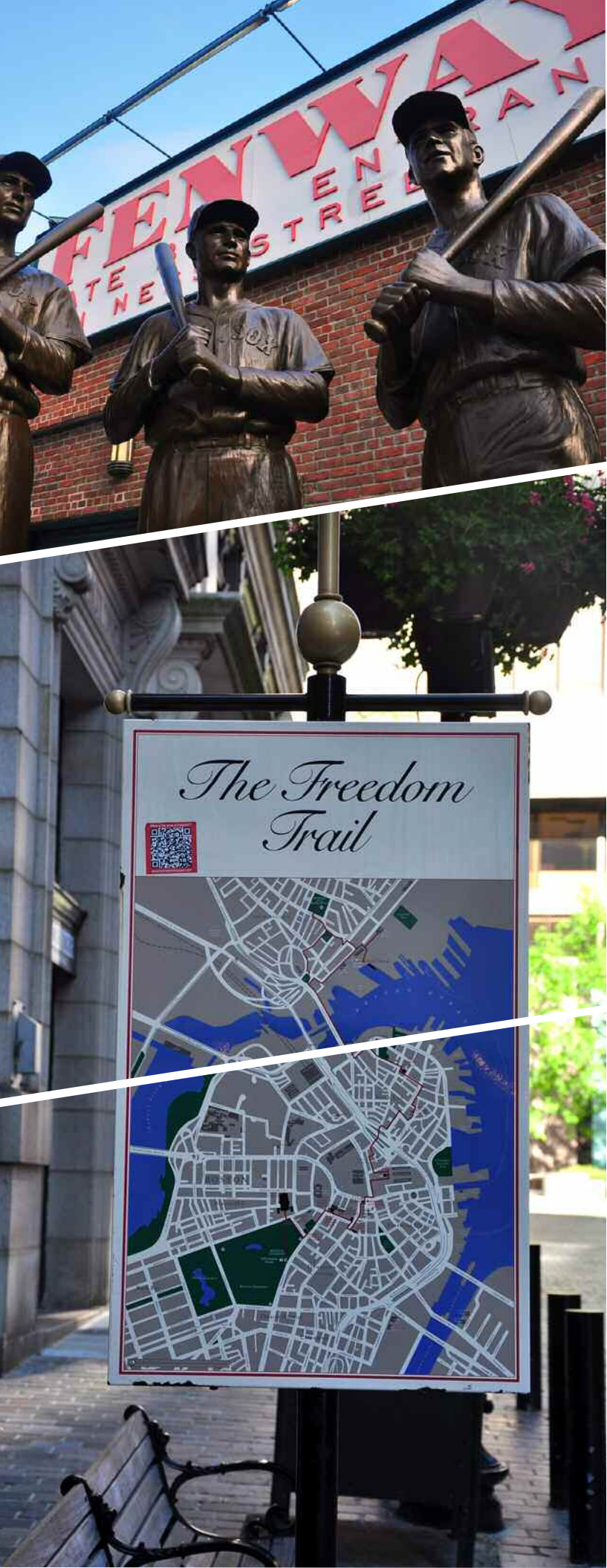
The country's first public library with more than 6 million volumes is equally a museum masterpiece filled with murals, frescoes, paintings and sculptures. Some might also consider the Hard Rock Café and its memorabilia, a museum.

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.

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."

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.





## The Community *(continued)*

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!

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.

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.

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. Boston residents and visitors alike can satisfy their love of the arts.

### **Visit the Freedom Trail**

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.

### **Always Something to Do**

You'll find champion sports franchises, world-famous museums and art galleries including the MFA and Institute of Contemporary Art, as well as exquisite performing art organizations like the Boston Ballet and Boston Symphony Orchestra. You'll also discover wonderful shopping and dining options in Boston, including Newbury Street, Faneuil Hall, Copley Place, and Downtown Crossing. And let's not forget the world renowned Boston Marathon that takes place every April. Go sailing, rent a bike or walk along the Charles River which touches parts of Boston and Cambridge.

#### *Sources:*

Bostonusa.com  
Massport.com

## The Position

The Director, Aviation Business & Finance oversees and is responsible for annual \$550 million revenue, \$300 million operating expense activity at three airports. The incumbent plans, organizes, and directs all business and financial operations and related activities of the Aviation Department and develops strategic short and long term business and financial plans for all Aviation Business activities. This position also assures strong financial policies, procedures and reporting systems and conformance to the same for all financial transactions.

### The ideal candidate will have:

1. A working knowledge of FAA Grant and Revenue and Passenger Facility Charge Regulations. Understanding and expertise in lease development and management and ability to negotiate same.
2. The ability to negotiate complex land use and building development agreements consistent with airport regulations.
3. A working knowledge of public sector finance, budgeting, community involvement, and EEO/AA minority economic development issues.
4. A working knowledge of government regulations regarding transportation and economic development activities within Massachusetts.
5. The ability to develop complex financial models.
6. The ability to develop and present high level presentations.
7. The ability to pass a Massport's controlled substances screening and background security check.

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

## Position Preferences

The successful candidate will have a Master's degree in finance, public administration or business administration or related field or equivalent professional experience as well as 10 or more years of management experience in airport business management including FAA regulations and airport financing. Expertise in developing business strategies and executing complex negotiations and experience in Airport Airline relations is also required, as is experience in an operationally diverse environment serving multiple constituencies.





## Compensation & Benefits

The salary for this position is \$160,000 - \$225,000 for the right candidate and includes an excellent benefits 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:

**[BOS@adkexecutivesearch.com](mailto:BOS@adkexecutivesearch.com)**

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

**Filing Deadline: Open Until Filled**

Only complete electronic submissions will be considered.

Email questions to: **[BOS@adkexecutivesearch.com](mailto:BOS@adkexecutivesearch.com)**

