The City of Colorado Springs Invites Applications for Air Service Development Manager

Colorado Springs Airport (COS)

Colorado Springs, Colorado

Executive Search Services Provided by ADK Consulting & Executive Search
About the Airport

The Colorado Springs Airport (COS) is a city-owned, public-use commercial airport located at the heart of Colorado and is the primary-use airport for the Pikes Peak Region and Southern Colorado. The 3-runway airport is the second largest in the state with nearly 128,000 aircraft operations and 1.8 million passengers annually. The Airport serves as the first impression for thousands of visitors, giving them a breathtaking view of Pikes Peak and a taste of Colorado hospitality. In addition, COS is a major catalyst to the economic growth and vitality of the region playing a significant role in bringing new business, conventions and tourism to the area. The Airport is comprised of four distinct business centers that span across nearly 7,200 acres of land. These business centers include commercial aviation, corporate and general aviation, military aviation and a 900-acre business park that together make up one of most unique airports of its kind.

Commercial Aviation

Designated as a small hub airport, the 12-gate terminal facility has scheduled air service on 4 carriers to 17 nonstop destinations, 8 of which are international airline hubs, making worldwide destinations easily accessible from COS. To increase passenger enplanements, the Airport recently implemented several strategic initiatives to attract new air service. These initiatives include a revitalized air service incentive program, an updated airline use and lease agreement, decreased debt and increased revenue diversity. These efforts have led to the entry of a new air carrier to the market and a significant increase in passenger enplanements which increased 29.5% in 2017 and up an additional 21.2% in 2018 to date. COS continues to analyze the air service development program to meet the demand of the traveling public.

Corporate & General Aviation

Located on the west side of the Airport is a thriving corporate and general aviation economy. To diversify revenue and strengthen business development, the City and County currently offer several incentives for aeronautical businesses that build or expand at the Airport. In the last two years, COS has leased all vacant office and hangar facilities and has welcomed the completion of several new hangars and a new FBO terminal facility. COS continues to aggressively pursue property and business development on the West Side through key strategic initiatives.
About the Airport (continued…)

Military Aviation

Peterson Air Force Base (PAFB), the Airport’s largest tenant, is located on the north end of the airfield. As an in-kind exchange, PAFB provides 24/7 aircraft rescue and fire fighting for the entire Airport. On the southwest corner of the airfield, COS owns and operates a military rapid deployment ramp known as the ADACG which is utilized by both PAFB and Fort Carson Army Base for the transportation of troops and military cargo.

Business Park

The Airport’s 900-acre mixed-use business park is intended to provide land for the development of a high-quality business environment to serve the City of Colorado Springs. The park currently has three major tenants; The Aerospace Corporation and Northrop Grumman, each located on individual 15-acre parcels, and the 76-acre ADACG military complex. All three facilities are located on the eastern portion of the business park. The remainder of the park is currently being developed to make new sites available for prospective tenants.

Location

COS is conveniently located near Interstate 25 providing quick and easy access to some of nation’s most remarkable landmarks and outdoor recreation including the Garden of the Gods Park and the majestic Pikes Peak. Downtown Colorado Springs and 20+ hotels are all within 12 miles of the Airport.
About Colorado Springs

You’ll find no shortage of things to do in Colorado Springs, where the adventures range from mild to wild! Whether you’re looking for outdoor thrills, or educational and cultural activities, things to do in Colorado Springs are limitless.

Colorado Springs is the most populous city of El Paso County, Colorado, United States. It is located just east of the geographic center of the state and 61 miles south of Denver. At 6,035 feet, the city sits over one mile above sea level, though some areas of the city are significantly higher. Colorado Springs is situated near the base of one of the most famous American mountains, Pikes Peak, at the eastern edge of the southern Rocky Mountains.

With an estimated population of 465,101, it is the second most populous city in the state of Colorado, while the Colorado Springs Metropolitan Statistical Area had an estimated population of 712,327. Colorado Springs was recently named by US News and World Report as the second-best place to live in the United States. The city was named the number 1 mid-sized American Cities for Human Capital and Lifestyle by fDi Intelligence 2017, and number 2 Best City for Veterans by Livability.com in 2016. Colorado Springs is also names as one of the top ten best Downtowns and top 10 Big Cities for Active Families.

With a dry, sunny climate and mild year-round temperatures, Colorado Springs and Pikes Peak region is the perfect place if you love the outdoors. Colorado Springs activities and attractions are for the young and the young at heart. From whitewater rafting to Segway rides to leisurely strolls through Garden of the Gods, Colorado Springs outdoor activities boast a variety of activity levels to suit all kinds of outdoor enthusiasts. If you enjoy hiking, biking, taking a walk in the cool mountain air, or horseback riding, Colorado Springs offers over 350 miles of scenic trails ranging from easy to challenging. Whether you want to commune with nature, go fishing, get an adrenaline rush on the Arkansas River, or just slow down and bask in the sun, there are Colorado Springs activities that will be the perfect fit for you.

With the city located at the base of the Rocky Mountains, and its many trails and parks, Colorado Springs is a popular locals and tourists who appreciate scenery, rock formations and other unique geological features, like Pikes Peak, Garden of the Gods park, Seven Falls, and Cave of the Winds.
Colorado Springs is home to the United States Olympic Training Center and the headquarters of the United States Olympic Committee. In addition, several United States national federations for individual Olympic sports have their headquarters in Colorado Springs.

**Arts & Culture**

Colorado Springs is also home to a variety of cultural, educational, and historical attractions including the United States Air Force Academy, Peterson Air and Space Museum, Cheyenne Mountain Heritage Center, the Cheyenne Mountain Zoo, the Colorado Springs Fine Arts Center, the Colorado Springs Pioneers Museum, and the American Numismatic Association Money Museum.

There’s always something happening in Colorado Springs! Make sure you don’t miss any of the amazing Colorado Springs events and festivals throughout the city. Colorado Springs is an artists’ haven, and it’s easy to see why. From mystery dinner shows and comedy clubs to orchestras and fine art displays, Colorado Springs has a great selection of art and performances to keep everyone entertained. Locals and tourists take time to delight in farmers markets, balloon festivals, rodeos and more.

**Dining**

The wide range of exquisite restaurants in Colorado Springs range from high-end sophistication and superb elegance to rustic outdoor suppers, great wood-fired pizza and casual sidewalk cafés.

Colorado Springs restaurants also make outdoor patio dining a relaxing and inviting experience. During the warm months, you’ll be happy to see casual and family restaurants all over town opening their doors and setting out tables and chairs for al fresco diners. In the winter, cozy up near the fireplaces you’ll find in many international and special occasion restaurants around town.

The unique atmosphere of Colorado Springs restaurants doesn’t quit after dessert is served, because there’s no shortage of nightlife. With great clubs and concerts, and night spots ranging from dive bars to opulent wine-tasting rooms, some places even serve up delicious food until the wee hours of the morning.

Whatever your taste or style, restaurants in Colorado Springs are the perfect place to have fun and eat well!
The Position

As a key member of the management team for the Airport, the Air Service Development Manager will direct the development and execution of air service development strategic objectives, key initiatives, and tactical plans to expand air service and increase airport usage.

Essential Job Functions

• Supervise the execution of long and short-term air service development plans
• Expand cargo and passenger growth; maintain a strong presence in the aviation air service development community
• Work directly with the Director of Aviation to develop regional strategy for strengthening air service with other regional airports
• Develop strong relationships with current and potential customers; build a rapport with airlines and stakeholders
• Research economic impact of air service in Colorado Springs; assist with the outreach and education of target audiences to influence growth
• Conduct research on passenger, cargo and general aviation service wants/needs
• Coordinate complex and diverse projects, often with competing priorities and deadlines
• Manage airline rates and charges; ensure rates and charges are competitive with comparable airports

The Colorado Springs Airport is looking for a candidate who demonstrates:

• Knowledge of pertinent federal, state, and local laws, codes and regulations
• Ability to communicate clearly and concisely, orally and in writing
• Ability to establish and maintain effective working relationships
Position Qualifications:

• A bachelor’s degree from an accredited college or university with major coursework in business administration, marketing, aviation or a related field
• Five years of full-time professional experience in aviation service development, including two years of supervisory experience
• Possess (or obtain upon hire) and maintain a valid Colorado driver’s license
• A master’s degree from an accredited college or university with major coursework in business administration, marketing, aviation or a related field is highly desirable

Salary & Benefits
The salary range for this position is $86,470 - $121,140 with an attractive benefits package.
The starting salary is up to $103,805.

How to Apply:
To apply online, please click here.
Filing Deadline: Open until filled.
Candidates will be processed as they apply.