The Greenville-Spartanburg Airport District Invites Applications for
Director of Commercial Business
Greenville-Spartanburg International Airport (GSP)

Executive Search Services Provided by ADK Consulting & Executive Search
The Airport

Greenville–Spartanburg International Airport (GSP) is located near Greer, South Carolina, midway between Greenville and Spartanburg. The airport is the second-busiest airport in South Carolina with nearly 1.2 million enplanements in 2018.

The Greenville-Spartanburg Airport Commission is the governing body of the Greenville-Spartanburg Airport District. The Commission is composed of six members who are appointed by the Governor.

The Greenville-Spartanburg International Airport, similar to many of the nation’s top 100 commercial service airports, is a political subdivision of the State of South Carolina that operates without taxpayer subsidy.

The airport’s mission: We begin each day fully committed to finding new ways to achieve our mission to advance the economic prosperity of the region by providing a safe, convenient, user-friendly, and cost competitive air transportation system connecting the region with the nation and world.

THE AIRPORT’S VALUES:

SAFETY & SECURITY: We embrace them as our priority.

EXCELLENCE: We are committed to ensuring excellence in all we do.

INNOVATION: We embrace innovative solutions and are always ready for change.

INTEGRITY: We are dedicated to honest and ethical practices.

ACCOUNTABILITY: We accept responsibility for our actions.

TEAMWORK: We think and act like one team, bonded by mutual trust and respect.

GSP International Airport has a tremendous effect on the Upstate economy. In 2009, the Total Economic Impact (Output) was $377,525,328. By 2018, that annual impact was eight times greater at $2.9 billion.

All of this growth has been fueled by the steadily growing local economy. In fact, since 2007, there has been over $18 billion invested in the region. The area is home to more than 465 foreign-owned companies from 31 different countries.

Some of the region’s well-known company names include: BMW, Michelin, Denny’s, TD Bank, Adidas, Bosch, Fluor, Fujifilm, General Electric, Hubbell Lighting, Lockheed Martin, Mitsubishi Polyester Film, Nestle, and Timken.
The Airport (continued...)

There are six major airlines at GSP: Allegiant, American, Delta, Frontier, Southwest and United. Combined, these airlines offer:
• An average of 55 nonstop daily departures
• Nonstop service to 19 airports across the U.S. with one-stop connections to hundreds of cities worldwide

Nearly 120 million pounds of cargo are loaded on and off planes every year at GSP. In addition, the airport has scheduled 747-400 all freighter service to Hahn, Germany and 767-200 service to Queretaro, Mexico. The airport also handles over 1,200 just in time cargo (hot shot) flights each year.

Significant operators at the airport include Cerulean Aviation, the airport’s FBO that is operated by the Airport, FedEx, UPS, PSA Airlines with a CRJ-700/900 maintenance base, Hudson News, OHM Concessions Group, and Manchester Airport Group with an Escape Lounge for travelers.

In 2017, the airport completed a $127 million terminal renovation project. This included a complete renovation of the entire terminal building. In addition, the concessions program was completely revamped with new offerings for the traveling public. Some of the new restaurants and stores include The Kitchen by Wolfgang Puck, Chick-Fil-A, Baskin Robbins, two Dunkin Donuts, four Hudson stores, and Palmetto Distillery offering the South Carolina’s first legal moonshine. In fact, the new concessions program was recognized by Airport Revenue News for the Best Program Design in 2018. Also, earlier this year, the concessions program was recognized by Airport Experience News for the Best Overall Concessions Program.

The airport also has a robust land development program consisting of over 2,500 acres for both aeronautical and non-aeronautical development. This additional acreage surrounding the airfield has been divided into nine outstanding developable tracts of land for aviation, logistics, flex/R&D, industrial, office, and other similar industries.

In recent years, nearly two million square feet of logistics and warehouse space have been constructed with additional construction set to begin in late 2019. A future hotel site is also planned with several restaurants and office facilities near the entrance to the airport along the I-85 corridor.

The District is developing this property in a carefully thought out manner that embraces the natural features of the airport campus while enhancing the economic prosperity of the region. In addition, the development of the property is being carried out in accordance with the objectives outlined in the Land Use Master Plan completed in 2013.

www.gsp360beyondtherunway.com
Greenville

Greenville is America’s 4th fastest-growing city. Nestled up against the foothills of the Blue Ridge Mountains in the heart of South Carolina’s Upcountry, Greenville is situated just about halfway between Charlotte, North Carolina and Atlanta, Georgia. Greenville’s friendly, thriving downtown pulses with things to do year-round. From one-of-a-kind shops, boutiques and art galleries to museums, tours and outdoor activities, Greenville is a welcoming retreat for visitors of every age and explorers of every type.

Today, Greenville boasts more than 250 international firms from 26 different countries and has the most foreign investment per capita in the U.S. Downtown. New hotels, condominiums, and multi-use complexes are redefining the skyline, while Greenville’s thriving Eastside is leading the Upcountry to the forefront of automotive technology and innovation. Clemson University’s cutting-edge International Center for Automotive Research (CU-ICAR) is already among the world’s premier automotive and motorsports research and educational facilities. Greenville County is the most populated county in the State of South Carolina and is now home to 650+ manufacturers, 40 Fortune 500 companies, and 150 headquarters.

Greenville’s Main Street has wide, tree-lined sidewalks and has turned Greenville into a true walking city. Stretching from the north end of town near NOMA Square and ONE City Plaza, down past the performing arts center, across the Reedy River downtown at RiverPlace and reaching all the way to the classic minor-league ballpark in the city’s West End, Main Street is an engaging collection of one-of-a-kind boutiques, marquee retailers, independent coffee shops, diverse chef-driven restaurants (including some with outdoor and rooftop dining), fabulous galleries, accommodating hotels and so much more.

Three hundred times a year, downtown comes alive with events ranging from concerts and craft beers festivals to Artisphere and Euphoria, two of the nation’s premier culinary and arts festivals. On Saturday mornings between May and October, you’ll find the TD Saturday Market, which brings more than 75 local vendors, live music, and hometown fun to the heart of downtown.

Source: [www.VisitGreenvilleSC.com](http://www.VisitGreenvilleSC.com)
Spartanburg

Spartanburg is known as the Hub City, a connecting point to other destinations. It's home to an eclectic mixture of activities and points of interest that provide a rich atmosphere for anyone. Whether you're an outdoor enthusiast, history buff, business mogul, college student, or artistic bohemian, the Hub City offers places and experiences to fit your style.

Spartanburg houses several hiking and biking trails, such as the Palmetto Trail and Cottonwood Trail for those who enjoy a breath of fresh air. Or you can take a step into the past at historical houses such as the Price House and Walnut Grove Plantation. For those with more of a flair for business, Spartanburg is home to BMW's only North American facility. The BMW Zentrum awaits visitors who wish to explore the center and museum. Spartanburg is also known as a college town with eight diverse higher education institutions in its area. And the arts abound with our museums, musical events, and our indoor and outdoor activities.

Spartanburg is made up of 13 municipalities, making it one of the most “eclectic counties in the state”. Each offers their own blend of character, charm, and individuality.

It's easy to love the outdoors in Spartanburg County. Locals and visitors enjoy kayaking, canoeing and hiking, to exploring Spartanburg’s blueways and greenways. Spartanburg offers many opportunities to enjoy the great outdoors.

And just a few miles from the great outdoors is Spartanburg’s amazing downtown, where you’ll find shops, restaurants, music and events, and public art that will have you thinking big city.

Spartanburg is a beacon for foodies from around the world. Whether you are looking for fine dining with white linen or T-shirt-casual lunch counters, Spartanburg has a taste for everyone. Much of Spartanburg's culinary diversity is because of its international business community. People from many lands have come to Spartanburg to work and live, and they have brought their favorite dishes with them. Japanese, Chinese, Thai, French, Italian, Greek, Jamaican, Irish, Mexican, German… they are all in Spartanburg.

Spartanburg is also one of South Carolina’s most established, respected, progressive, and diverse art communities. From the fine arts — ballet, symphonies, opera — to the cutting edge — street performers, graffiti, dance mobs — there is art aplenty for everyone in what locals refer to as “Hub City.” Most recently, because of the concentration of creativity, the heart of downtown Spartanburg was designated a “cultural district” by the South Carolina Arts Commission. Within the cultural district, you can walk to and enjoy world-class art galleries, studios, music venues, breweries, fine restaurants (culinary arts), book stores (local literature publishing), coffee shops, libraries, and museums.

Source: [www.VisitSpartanburg.com](http://www.VisitSpartanburg.com)
The Position

The Director of Commercial Business is responsible for commercial business development of all aeronautical and non-aeronautical revenue business. The incumbent oversees and leads business development, market research, and leasing of airport facilities, land, and services. This position also promotes the airport locally, nationally, and internationally and is responsible for the development and implementation of both short and long term strategic commercial business development plans for the District. Further responsibilities include developing and growing all airport revenue bases, which may include but not be limited to concessions, commercial properties, real estate development, cargo and FBO customers, as well as ground transportation and parking strategies.

The Director of Commercial Business will:

• Establish short and long-range goals for business development projects by identifying and prioritizing development opportunities to maximize aeronautical and non-aeronautical revenues and increase customer satisfaction.

• Establish and implement strategy to attract new commercial business operators, retain and secure growth from existing aeronautical and non-aeronautical tenants.

• Oversee the contract and lease development process for use of airport property or the operation of a business enterprise on airport property.

• Identify, analyze, promote and advance commercial business development opportunities to potential business partners and garner support from internal and external stakeholders and the community.

For a complete job description, click here.

Position Qualifications

• Bachelor's degree in one of the following: airport management, business administration, public administration, real estate, or a related field or equivalent work experience.

• Seven years’ work experience in the practice of commercial business development, real estate development, or sales preferably in an airport environment.

• Strong background in economic development a plus.

• Demonstrated customer service capabilities.
Salary & Compensation

The starting salary is up to $105,000 depending on qualifications with an attractive range of benefits.

How to Apply:

To apply online, please click here.

Filing Deadline: Friday, July 12, 2019

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