



The New Hanover County Airport Authority invites applications for
Director of Business Development
Wilmington International Airport (ILM)
Wilmington, North Carolina

Executive Search Services Provided by ADK Consulting & Executive Search

The Airport

Wilmington International Airport (ILM) is a public airport located just north of Wilmington, North Carolina. The airport is operated by the New Hanover County Airport Authority, which is made up of 7 members appointed by the Board of County Commissioners. Each member serves a four-year term of office.

The authority employs 50 non-union workers. The most recent number of operations annualized for calendar year 2014 were 46,989 and for calendar year 2015 to date, 50,227. Year-end annual enplanements for CY14 were 378,203, making it the largest classified non-hub airport in the US.

Aviation related tenants at the airport include American Airlines, Delta, Tailwind News and Gift (Terminal Concessionaire), Rental Cars (Avis, Enterprise, National, Hertz, and Alamo), Lett's Limo and Taxi, USA Parking, TSA, Customs and Border Protection, Air Wilmington (FBO), Airpark Hangars Inc., and the FAAATC.

The region has a diverse economy with leading companies for manufacturing, technology, clinical research, and film production. The ILM Airport and its growing ILM Business Park are strategically located in an intermodal environment with excellent highway and rail connectivity as well as the Port of Wilmington. ILM's non-stop flights to Charlotte, Atlanta, New York, Philadelphia, and Washington DC provide access to important domestic and global business centers. In addition, *Area Development Magazine* named North Carolina one of the top 5 states in the US in which to do business. ILM Business Park tenants include Dynasty Motors, National Weather Service, VA Clinic, Battle House, Wilmington Business Development, 84 Lumber, and The Fireside Shop.

Most recent significant capital projects, completed or underway:

- In 2013-2014, ILM completed a 750' extension and repaving of RWY 17-35. The project won the 2014 National Asphalt Pavement Association's Ray Brown Airport Award for excellence in airport pavement.
- In September 2015, ILM started the first phase of the North GA Ramp Redevelopment with a \$7.2M concrete paving project. Future projects are planned for additional GA ramp area, corporate hangars, and a second FBO area.
- Currently ILM has a 10,000 SF commercial building under construction in the ILM Business Park. Target date for completion of the building is set for March 2016.





The Community

From the historic river district and Riverwalk that winds around the storied Cape Fear River to three colorful island beaches, there's something about the water here in Wilmington, N.C. and the beach towns, Carolina Beach, Kure Beach, and Wrightsville Beach, that speaks, surrounds and transforms visitors and residents alike. As North Carolina's most accessible coastal destination, the area's location, natural beauty, culture and history makes it the ideal place to live, work and play.

The banks of the river embrace a variety of architectural styles and moss-draped live oaks that line the 230-block National Register Historic District, one of the largest in the U.S.

Step foot on a treasure hunt experience in boutiques, eclectic shops and vibrant nightlife venues. Your sensitive side will be fed by stirring theatre productions and the sounds of live music heard while strolling along brick lined streets.

Or you're welcome to sit down at the water's edge, where your palate will be fed - and thirst, quenched - with fresh local seafood and regional specialties at over 40 locally owned restaurants and pubs in downtown Wilmington's historic river district, many featuring live music long after the sun goes down.

Finally, let the water guide you across the river and aboard the Battleship NORTH CAROLINA, where the distinguished services and sacrifices of sailors live on - 70 years later.



The Community *(continued)*

Soak up some island time at Carolina Beach, Kure Beach, and Wrightsville Beach – all no more than 25 minutes apart. Find a fresh catch of things to do from beach to boardwalk; exhilarating deep-sea fishing to new aquarium exhibits; birding sites and interactive adventures at renowned Civil War sites, to action-packed watersports and stand up paddleboard tournaments. With so many options for outdoor play both on and off the water and one-of-a-kind festivals and events, each beach offers signature things to see and do and quality time spent with family and friends.

Discover top family-friendly attractions and programs from surf lessons at one of the world's nationally recognized surf destinations to a superhero kid's camp at area resorts. Fly down the 40-foot-tall waterslide or float the lazy river at Jungle Rapids Family Fun Park. Test your skills on arcade games at a beachside boardwalk, nationally recognized as one of the top boardwalks in the country by USA Today. Discover under-the-sea animals at the NC Aquarium at Fort Fisher, voted one of the best aquariums in the U.S. by the Travel Channel. Learn about sea turtles at the new Ocean Front Park.

Wilmington, North Carolina is one destination - and four unique settings with unlimited choices for you and your family.

Courtesy of
<http://www.wilmingtonandbeaches.com>



The Position

Under the general supervision and administration of the Airport Director, the Business Development Director will formulate and implement airport development and marketing strategies to increase revenue generation, maximize airport land/facilities development and redevelopment opportunities through the creation of short and long term strategies.

Responsibilities are broad in scope and require the exercise of a high degree of acumen, creativity and seasoned judgment. The ability to effectively identify and resolve sensitive and complex issues with individuals of diverse viewpoints, integrating the perspectives of both internal and external stakeholders, is a key requirement.

The Business Development Director is also responsible for creating, managing, and implementing the airport's community relations message and marketing programs with the goal of fostering community engagement.

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



The Ideal Candidate:

- ◆ Will demonstrate knowledge of FAA regulations and public procurement processes and possess good organizational and computer skills.
- ◆ Also required are excellent leadership skills with special emphasis on corporate mission, values and vision, empowerment, continuous quality improvement, effective and efficient communications, flexibility, and building and maintaining trust.
- ◆ Strong verbal and written communications skills.
- ◆ Knowledge of the commercial development real estate industry, including finance principles and the ability to apply these principles in analyzing business proposals.
- ◆ Skills and ability to negotiate complex real estate transactions.





Position Requirements

Successful candidates will have a Bachelor's Degree in business, finance, marketing or related field. Also required is a good working knowledge and practice in media relations, real estate, and economic development. To be considered, candidates must possess a minimum of five (5) years' experience in public relations, economic development or related field with at least three (3) years' experience in airport or government environment preferred.

Salary & Compensation

The salary range for this position is \$ 85,000-120,000 with an excellent benefit 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: **ILM@adkexecutivesearch.com**
- B. Please complete the ADK employment application form at: **[ADK Application Form](#)** (*this is a secure link*)

Filing Deadline: Monday, November 16, 2015

Only complete electronic submissions will be considered.

Email questions to: **ILM@adkexecutivesearch.com**

Wilmington International Airport (ILM) is an equal opportunity employer.

