



McCarran
INTERNATIONAL AIRPORT

The Clark County Department of Aviation invites applications for
Manager, Commercial & Business Development

Las Vegas, NV

Executive Search Services Provided by ADK Consulting & Executive Search

The Airports of Clark County, Nevada

Vision Statement: To be a global leader in airport management.

Mission Statement: To provide excellence in customer service, airport facilities and airport security.

The Clark County Department of Aviation is the largest department within the government of Clark County, Nevada and is operated as an enterprise fund. McCarran International Airport and the four general aviation facilities in the Clark County Airport System are owned by Clark County and operated under the policy direction of the Board of County Commissioners, the authority of the County Manager and the management of the Director and Deputy Directors of Aviation.

McCarran International Airport

McCarran International Airport (LAS) is the primary commercial airport serving the Las Vegas Valley and Clark County. The airport is about five miles south of downtown Las Vegas. It covers roughly 2,800 acres with four runways and two terminals. The airport is named after former United States Senator and native Nevadan Pat McCarran (1876–1954).

The airport is the largest operating base for Allegiant Air and Southwest Airlines. In February 2012, McCarran also became a crew and maintenance base for Spirit Airlines.

McCarran is ranked the 26th busiest airport in the world by passenger traffic, with 47.4 million passengers transiting through the airport in 2016. In terms of aircraft movements, the airport ranks 17th in the world with 448,458 takeoffs and landings annually.

In 2016, the busiest scheduled airlines flying out of McCarran were Southwest Airlines (38%), American Airlines (10%) Delta Air Lines (8%), United Airlines (7.5%), and Spirit Airlines (7%). Canadian airline WestJet is McCarran's largest international carrier, transporting more than 936,000 passengers in 2016.

There are 1,400 employees at the airport. The operational budget for the 2017-18 fiscal year is projected to be \$550 million.



“Over my career, I’ve had the opportunity to live in and experience many communities throughout the US and in the end, I chose Las Vegas as a great place to live and raise my family. Once you get away from the lights and crowds of the Strip, Las Vegas has great neighborhoods that provide a multitude of activities for the entire family.”

*James Chrisley
Deputy Director of Aviation*





The Airports *(continued...)*

The most recent significant capital improvement projects include the completion of Terminal 3 in June 2012 and the Runway 25R/7L reconstruction, which concluded in April 2016. An additional project was the conversion of an existing gating area to include seven gates capable of handling international arrivals, which opened in June 2017. Year-end 2016 enplanements totaled 23,754,059.

Significant operators at McCarran include FBOs Atlantic Aviation and Signature Flight Support and multiple airlines with the top-five airlines being Southwest, United, Delta, American and Spirit.



Henderson Executive Airport

Henderson Executive Airport is the corporate choice for aviation in Southern Nevada. Located just minutes from the world famous Las Vegas Strip, it is the ideal alternative to McCarran International Airport. Clark County has invested more than \$30 million to create a premier corporate aviation airport that caters to the aircraft owner's needs, their passengers and their aircraft.

North Las Vegas Airport

Located just minutes from downtown Las Vegas and the world famous Strip, North Las Vegas Airport is a convenient and economical alternative to McCarran International Airport. North Las Vegas Airport is designed to meet the needs of general aviation pilots and their passengers. The friendly and experienced staff will take good care of aircraft owners and their aircraft from the moment they taxi onto the ramp.

"I wanted to work at McCarran due to the sheer scope of the environment—you are basically supporting a small city. The variety of projects is tremendous; almost every field of work you can think of is involved. It is extremely exciting and challenging."

Aakin Patel
IT Security Administrator

Jean Sport Aviation Center

Located 20 miles south of Las Vegas on I-15, Jean Sport Aviation Center is a great little airport for fly-ins and ideal for

recreational aviation, including general aviation aircraft, aerobatic aircraft, gliders, ultralights and skydiving.



Overton/Perkins Field

Sporting a 4,800-foot, uncontrolled, paved runway, with a pilot-activated runway lighting system, Perkins Field is located approximately 70 miles northeast of Las Vegas, just minutes from Lake Mead's Overton Beach in the picturesque Moapa Valley.

The Community

Everyone knows Las Vegas as a tourist Mecca, but it is also a wonderful place for families to live, work and play.

Clark County is one of the most dynamic communities in the western United States, regularly enticing new residents drawn by the area's unique mix of lifestyles, amenities and year-round recreational opportunities. With 2,205,200 residents, it is easily the most populous of Nevada's 17 counties and was home to nearly three-quarters of all Nevadans at the close of 2016.

Tourism's annual economic impact is nearly \$60 billion, supporting approximately 407,000 jobs; close to \$9.7 billion is spent annually on gambling alone. Known as the "Destination of Choice" for millions of visitors from around the world, Clark County includes the cities of Las Vegas, Henderson, North Las Vegas, Boulder City and Mesquite, and covers nearly 8,000 square miles.

The community represents a proud portrait of contrast and diversity where an increasing blend of urban and rural neighborhoods co-exist side-by-side. Diverse yet united, Clark County is a continually evolving region of individuals and families.

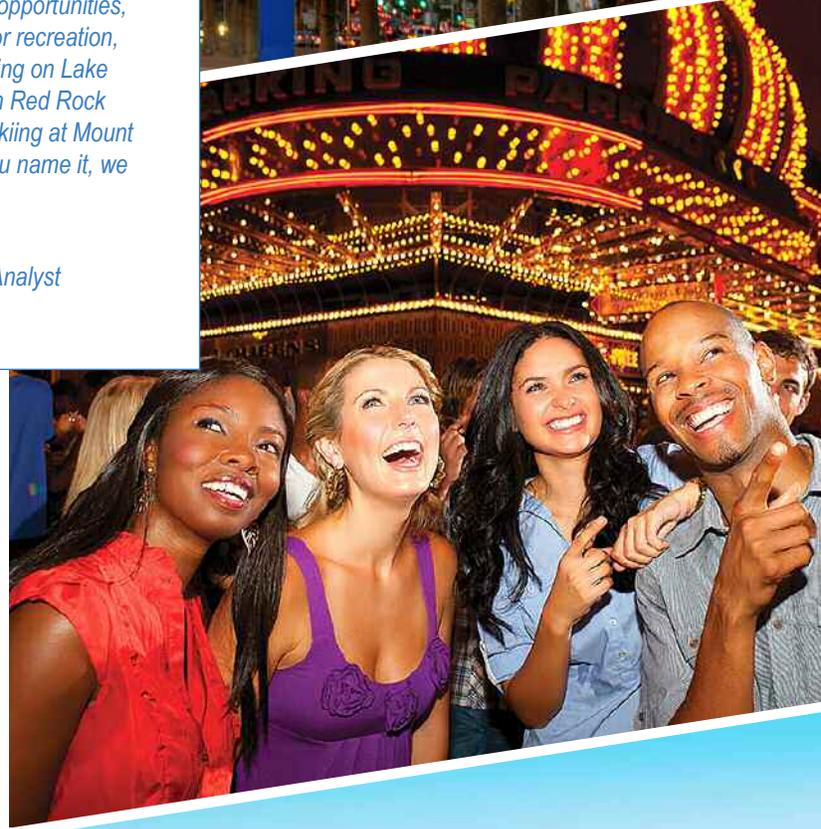
Clark County offers its residents one of the largest school districts in the country. There are more than 350 public elementary, middle and senior high schools, plus numerous parochial, charter and private schools within the Las Vegas Valley. The school district is dedicated to the continued support of programs that improve student achievement, and to the creation and implementation of new initiatives. There are a variety of traditional and magnet school programs available, as well as online and home school options. Higher education also thrives here, led by the University of Nevada, Las Vegas, a renowned urban research institution with more than 26,000 students and more than 100 undergraduate and 120 graduate and professional programs. The Desert Research Institute, Nevada State College and the College of Southern Nevada offer additional educational opportunities and career training.

A wide range of programs and activities provide Clark County residents the opportunity to develop lifelong interests. Offering recreational and leisure programs and events for citizens of all ages, the County provides parks and innovative recreational activities such as children's camps, classes, concerts, sports leagues, youth programs and senior citizen activities.



"As a new graduate, I love the Las Vegas lifestyle, there's always something to do in this 24/7 city: the famous Las Vegas strip, the best dining and entertainment opportunities, and fun outdoor recreation, such as kayaking on Lake Mead, hiking in Red Rock Canyon, and skiing at Mount Charleston. You name it, we have it all!"

*Kylies Fung
Management Analyst*





The Community *(continued...)*

The Smith Center, a \$470 million performing arts center, opened near the heart of Clark County in downtown Las Vegas in spring 2012. It brings a variety of world-class performances to the area, including the Broadway Las Vegas Series. Other entertainment opportunities range from the renowned Cirque du Soleil shows in residence at many of the Las Vegas Strip resorts to the Nevada Ballet Theater and the Las Vegas Philharmonic Orchestra.

Multiple museums showcase the history of this uncommon area, ranging from the Las Vegas Springs Preserve to the National Museum of Organized Crime & Law Enforcement, commonly known as the Mob Museum. Others include the Lost City Museum and archeological site, the Old Las Vegas Mormon Fort, the Barrick Natural History Museum, and the Sign Museum. Other illuminating area amenities include Madame Tussauds Interactive Wax Museum, the Lied Discovery Children’s Museum and the Bellagio Gallery of Fine Art.

There are many other unique programs in the area. The Las Vegas Arts District’s “First Friday” is a monthly celebration featuring local artists and performers. Boulder City is home to the annual Dam Short Film Festival, and the Vegas Valley Book Festival brings nationally acclaimed writers to town. The Pop Up Poetry series features local poets, and the annual Rock ‘n’ Roll Marathon and The Great Santa Run are yearly favorites, as well.

Las Vegas is home to the National Finals Rodeo, and other sporting events abound such as boxing and mixed martial arts; the Las Vegas 51s minor league baseball team; NASCAR racing at the Las Vegas Motor Speedway; the Runnin’ Rebels college basketball team; and PGA Tour events. Its first major professional sports franchise, the Vegas Golden Knights, will begin play at the new T-Mobile Arena during the 2017-18 National Hockey League season. Additionally, the National Football League’s Oakland Raiders will relocate to Las Vegas in time for the 2020 season, playing in a new 65,000-seat arena to be constructed just west of the Las Vegas Strip.

Outdoor recreational activities are plentiful in Clark County. Mt. Charleston’s hiking, camping and skiing are just 45 minutes away from the center of town, and Red Rock National Conservation area lies on the western fringe of the Las Vegas Valley. Lake Mead National Recreation Area, located 30 miles southeast of Las Vegas, caters to boaters, swimmers, fishermen, hikers, wildlife photographers and roadside sightseers. The Valley of Fire State Park, Nevada’s largest state park, features a visitor’s center, nature trails and 3,000 year-old petroglyphs. It’s just 55 miles northeast of Las Vegas.

Historic Hoover Dam, built in 1935, is also nearby, just east of Boulder City. There are also plenty of golf courses in the area.

Home to the world-famous Las Vegas Strip, the “Entertainment Capital of the World” boasts nine of the 10 largest hotels in the United States, and more than 150,000 guest rooms overall. This jewel in the desert lures more than 40 million tourists each year to enjoy world-class entertainment and hospitality, splendid casinos and recreation options. The world’s largest observation wheel, the 550-foot-tall High Roller, debuted in the spring of 2014, and there are several rollercoasters and thrill rides along the resort corridor. Other attractions include a dolphin habitat, botanical gardens, the

Adventure Dome indoor theme park, the Shark Reef Aquarium and the Ethel M Chocolate Factory and Cactus Garden.

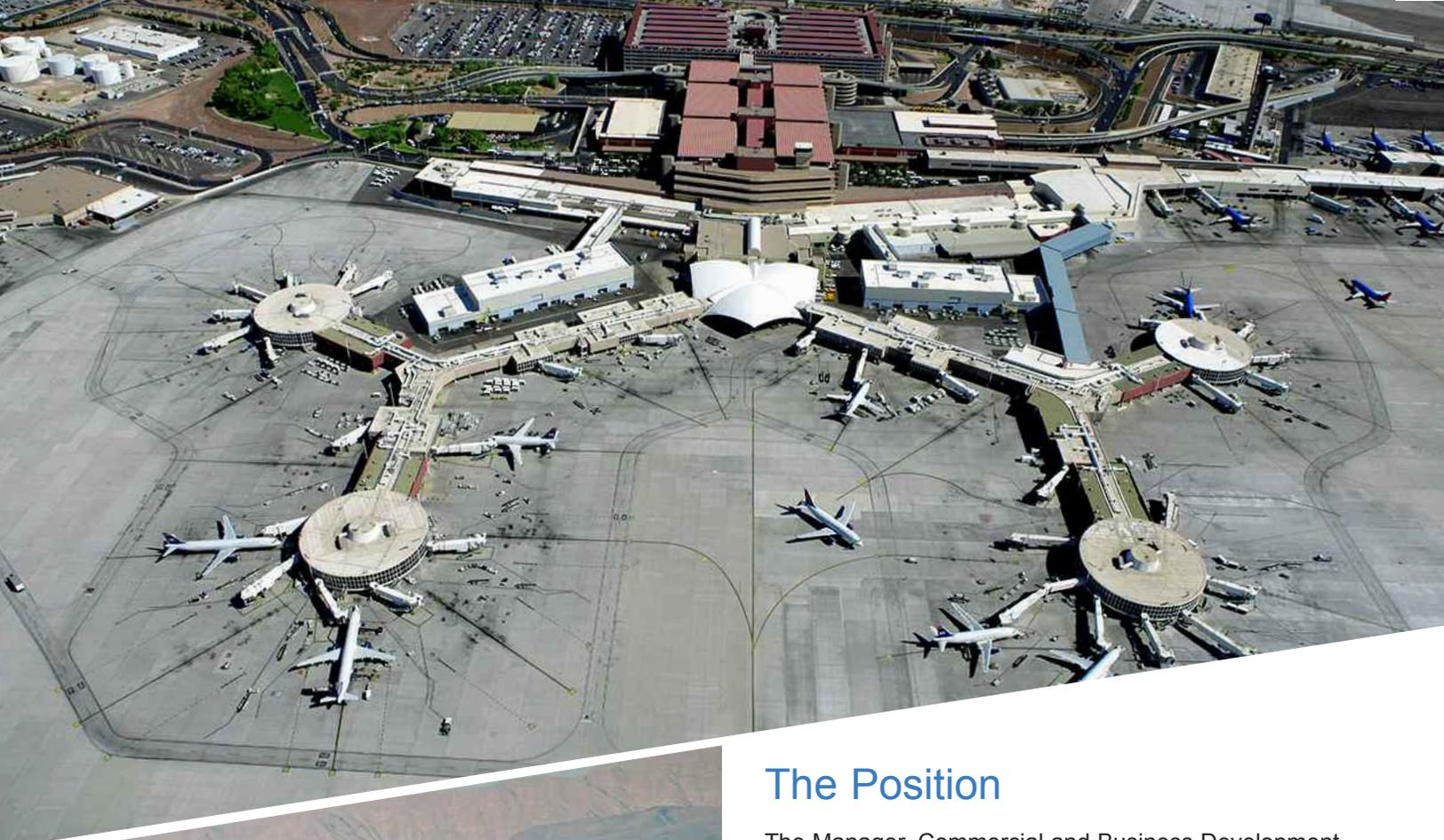
Las Vegas is also known as the “Wedding Capital of the World” and couples from all over the world take advantage of themed wedding and renewal packages, including drive-through, Elvis, helicopter, and gondola weddings.

Clark County boasts a variety of fine restaurants and specialized food venues hosted by celebrity chefs such as Wolfgang Puck, Emeril Lagasse and Gordon Ramsay. Of course there are plenty of buffets to frequent, as well. There is a dazzling array of shopping opportunities, including well-known shopping at The Forum Shops at Caesars, the Grand Canal Shoppes at The Venetian and the Miracle Mile Shops at Planet Hollywood, as well as multiple local malls and outlet shopping.

The Strip’s ongoing excitement and frequent expansion projects have factored into the historical growth of Clark County’s population. A high quality of life is afforded by Nevada’s low tax rate, wonderful business climate, great weather, friendly people and variety of recreational venues.

“Little did I know, or appreciate, when I started working for the Department of Aviation over 28 years ago, that I would remain here this long and enjoy myself as much as I have. What a wonderful, exciting, ever-changing, challenging place to work.”

*Dan Busch,
Airport Transportation Manager*



The Position

The Manager, Commercial and Business Development plans, organizes and administers business activities including: airline lease agreements and operating permits; real estate acquisition; property disposal and management, land use and zoning, related federal grants, land development and administration of Department of Aviation's (DOA) commercial properties and special use facilities; negotiation and administration of leases; space management retail, food & beverage and passenger services including advertising; ground transportation, rental cars; administration of the DOA's Disadvantaged Business Enterprise (DBE) program; general aviation leases and aviation support agreements. This position also provides expert professional assistance to other departments, DOA senior leadership and staff.

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



Position Qualifications

Bachelor's Degree in Real Estate, Planning, Business or Public Administration, or a field related to the work and five years of full-time experience including managerial experience in federally funded land acquisition programs, airport planning, business development, real estate management or related field. A Master's Degree in Business Administration is desirable. An equivalent combination of formal education and appropriate related experience may be considered.



Salary & Compensation

The salary range is \$77,022.40 - \$119,371.20 with an excellent benefit package, including retirement through Nevada PERS (Public Employees' Retirement System).

How to Apply:

A. Please submit, both a **cover letter** and **résumé**. **We require your files to be submitted as PDF documents.** We prefer that you send both your cover letter and resume as one combined document. *Please do not send your cover letter in the body of an email.* Send your **PDF** files to ADK Executive Search at: **LASBD@adkexecutivesearch.com**

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

Filing Deadline: Wednesday, August 30, 2017

Only complete electronic submissions will be considered.

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

