



The Melbourne Airport Authority invites applications for
Director of Business Development
Orlando Melbourne International Airport (MLB)

Melbourne, Florida

Executive Search Services Provided by ADK Consulting & Executive Search



THE AIRPORT

Orlando Melbourne International Airport (MLB) is a public airport located in the heart of Melbourne, in Brevard County, Florida, on Florida's Space Coast. It is owned by the City of Melbourne and governed by a seven-member airport authority which is appointed by the Melbourne City Council and the private sector. The airport has a budget of approximately \$34 million, includes no debt and receives no local tax dollars.

Orlando Melbourne International Airport covers 2,450 acres and has three asphalt runways. In the year ending December 31, 2015, the airport had just under 100,000 aircraft operations and close to a half million enplanements. MLB is recognized as "America's Fastest Growing Aviation and Aerospace Manufacturing Hub".

World-class tenants are partners with the airport and several are in the midst of new development and facilities. There are \$80 Million in capital improvements currently under design or under construction at MLB, including expansion of Embraer's facility where the Phenom 100 and 300 business jets are currently produced. Beginning in 2016, Embraer will assemble its new Legacy 450 and 500 aircraft airside at MLB. The Florida Institute of Technology Research, Science and Technology Park encompasses approximately 100 acres. Recently, Harris Corp. announced that it is keeping its world headquarters at MLB, along with several other Harris entities. Northrop Grumman just completed its 500,000 sq. ft. facility, adding 1800 jobs to the Space Coast community, and AeroMod International operates from MLB's state-of-the-art 83,000 sq. ft. MRO facility. General Electric Transportation, Rockwell Collins, DRS Technologies, L-3, General Dynamics and Thales Group are also located airside at MLB. The airport is currently in design for a multi-year transformation of its terminal and a new air traffic control tower.



THE AIRPORT *(continued)*

The airport recently announced new scheduled international service via Canada's third largest carrier, Porter Airlines, taking advantage of the facility's 40,000 sq. ft. FIS facility. Additionally, Delta Airlines, Elite Airways and American Airlines provide scheduled service.

With so much new construction, MLB is credited with replacing many of the jobs once lost by the shuttered space program. In fact, the community has experienced a significant surge in economic development which is enjoying great momentum airside at MLB.



Recently completed and ongoing airport authority projects include:

- New air traffic control tower
- New aircraft hangar
- Upgraded VOR
- Cargo apron, taxiway and runway improvements
- Terminal transformation
- Master plan update
- Installation of 50,000 gallon fuel tanks and equipment
- Aviation facility project of \$52 million

Upcoming projects slated for 2016 include:

- Progression on the airport road connector to I-95





FLORIDA'S SPACE COAST

Ideally located on the Atlantic Coast of mid-Florida, residents and visitors to Melbourne and the Space Coast Beaches enjoy a world of Florida charm, nature and recreation, culture, dining, and shopping. We enjoy a year-round semi-tropical climate, 72 miles of unspoiled beaches and outdoor activities including golf, fishing, boating, swimming, surfing, camping, nature trails and more.

Considered Florida's Space Coast, it's a short drive north on I-95 to NASA, Kennedy Space Center Visitors Complex and the Astronaut Hall of Fame. This exciting, popular attraction features the Space Shuttle Atlantis, 3 different IMAX films taking you into space, and a life-size replica of the International Space Station Center. A favorite pastime is to watch rocket launches from your backyard, or better yet, from the Cocoa Beach pier.

Melbourne is only about an hour due east of Walt Disney World, SeaWorld, Universal Studios – and for the very adventurous: Gatorland.

Melbourne encompasses both sides of the Intracoastal Waterway and the Indian River Lagoon, which is home to an incredible number of endangered species.

Over 300 days of sunshine offer residents and visitors an ideal climate. The average temperature is 72 degrees F. The community boasts a respected school system that includes aviation magnet schools. The local FIT University not only operates an aviation school on the MLB airfield, but offers classes that include the engineering of surfing. The Atlantic Ocean provides lovely breezes that cool the summer and warm the winter.

THINGS TO DO...

Melbourne is a unique community that features every natural Florida sport you can imagine from fishing, golfing, boating, paddleboarding and diving. The Space Coast is the surfing capital of the East Coast. The Gulf Stream runs just off the coast, providing a plethora of saltwater fishing: snook, tarpon, shark, flounder, bluefish, and sea trout. (continued...)



THINGS TO DO... (continued)

Area lakes offer the finest freshwater fish. With the nearby establishment of the professional Orlando City Soccer, soccer tournaments are gaining popularity. The Orlando Magic NBA basketball team games are a short hour's drive away. The Grant Seafood Festival is the third weekend in February. The Melbourne Art Festival is held the last full weekend in April. Discover the "real Florida" at Forever Florida – a nature preserve and working cattle ranch with nature tours and up close animal encounters.



Keep your cool inside when temperatures rise outdoors. Cultural lovers can enjoy a variety of entertainment, including Broadway and celebrity performances at the Maxwell King Center (321-242-2219) and the Henegar Center of the Performing Arts (321-723-8698), to local performers at Melbourne Civic Theatre (321-723-6935) and other community theaters. Brevard Symphony Orchestra (321-242-2024) and the local municipal bands & community orchestra offer performances year-round. Many museums and galleries showcase the works of local artists and traveling exhibits. For shopping, The Avenue Viera features fashion and convenience, and the Melbourne Square Mall is a short walk from the airport. A favorite bargain spot is the Super Flea and Farmers Market. Select antiques, boutiques, specialty shoppes and unique restaurants can be found in Historic Downtown Melbourne and the Eau Gallie downtown district. Melbourne Greyhound Park is open 7 days a week, offering live dog racing from January through April.



HELPFUL LINKS:

[Melbourne International Airport](#)

[The City of Melbourne](#)

[Melbourne Visitor Information](#)

[Melbourne Chamber of Commerce](#)

[Melbourne Tourism](#)





JOB DESCRIPTION

Under general direction, the **Director of Business Development** develops strategic and tactical plans to increase and maintain airline service, passenger travel and all economic development efforts of airport land and building leasing at Orlando Melbourne International Airport. In the upcoming years there is significant strategic and physical activity on the horizon to support an airport that is recognized as one of the fastest aviation and aerospace manufacturing hubs in the country.

The Director of Business Development will develop, direct and manage comprehensive marketing plans, programs and strategies to promote increased utilization of the airport for passenger travel and to promote business and/or industrial development and to evaluate, develop and negotiate revenue enhancement strategies and contracts related to Airport Authority real estate, acquisitions and leasing.



The Successful Candidate will possess knowledge of:

- Principles and techniques of business management, industrial development, marketing, advertising, promotion, and salesmanship.
- Principles, methods, practices and techniques involved in airport real estate development, new business development, leasing, and strategic asset management.
- Airport enterprise financial management practices.
- Industry trends analysis; airport rates and charges theories.
- Research, statistical analysis and forecasting methods.
- Verbal presentation and visual communication techniques necessary for conducting promotional programs.
- Comprehensive knowledge of development and negotiation of contracts.

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



JOB REQUIREMENTS

To be considered for this opportunity, you must have a Bachelor's Degree with a major in business or public administration with at least ten (10) years increasingly responsible experience in real estate, economic development, business and/or marketing AND two (2) years of management and supervisory experience.

An advanced degree in finance, business administration or public administration OR comparable significant certifications in marketing and finance is desirable.

COMPENSATION & BENEFITS

The salary range for this position is \$73,960 - \$124,223 with an excellent benefit package including insurance, Florida retirement system, optional 457 deferred compensation plan, vehicle provided and relocation benefits.



HOW TO APPLY

A. Please submit, in PDF format, both a cover letter and résumé. You may send both as one file. Please do not send your cover letter in the body of an email. Send your PDF files to ADK Executive Search at: MLB@adkexecutivesearch.com.

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

Filing Deadline: Friday, March 4, 2016

Only complete electronic submissions will be considered.

Email questions to MLB@adkexecutivesearch.com