



**Paradies Lagardère**  
TRAVEL RETAIL

Paradies Lagardère Invites Applications for

**Vice President, Business Development**

Atlanta Office – Corporate Headquarters

Atlanta, Georgia

*Executive Search Services Provided by ADK Consulting & Executive Search*

## The Company

**Paradies Lagardère** operates more than 850 stores and restaurants in 98 airports. With expertise in international, national and local brands, they work with their airport, brand and supplier partners to create memorable and positive shopping experiences for today's travelers.

As the travel retail and restaurateur leader in North America, Paradies Lagardère provides exceptional customer service, superior design, and award-winning store and restaurant operations and management.

Paradies Lagardère leverages years of knowledge and best practices in the travel retail industry to build upon their reputation for unmatched standards and industry-leading quality in store/restaurant design, construction, operations and customer service. They help their airport partners create dynamic and exciting retail and dining destinations.

Paradies Lagardère's highly-engaged teams focus on delivering excellence in travel retail and dining. They take care of their people through dedicated management, extensive training and unrivaled recognition programs.

- Four-time Gallup Great Workplace Award winner
- 2017 – Best Airport Retailer for 22 consecutive years (Airport Revenue News)
- 2017 – Best Airport for Dining for two consecutive years – Long Beach Airport (USA Today 10 Best Reader's Choice Awards)
- 2017 – Top 10 in USA Today 10 Best Reader's Choice Awards Best Airport Bar and Restaurant Waitstaff – Bar Symon, Pittsburgh International Airport
- Concessionaire with Highest Regard for Customer Service Award for 19 years (Airport Revenue News)

Paradies Lagardère specializes in three key airport concessions areas. Within Travel Essentials and Specialty Retail, they offer a diverse mix of categories including fashion, luxury, electronics, convenience, sports, luggage, jewelry and souvenirs. They also deliver casual and quick serve restaurants, and quality bars, including local, national and international brands that provide travelers delicious dining options.





## Company Culture

Paradies Lagardère was founded on strong core values and a committed work ethic. They place tremendous emphasis on nurturing relationships and loyalty not only among associates, but also with their business partners and the communities they serve.

## Professional Possibilities

From their corporate offices to the sales floor, their diverse, fast-paced, and results-focused teams create environments that strive to provide first-class customer experiences. Paradies Lagardère strives to give back to their associates through a fun atmosphere, being part of a “team first” work environment, challenging career opportunities, training and development and recognition for their commitment.

### **A Corporate Career with Paradies Lagardère offers:**

- Exposure to business practices in the U.S., Canada and the Caribbean
- Professional growth and advancement opportunities
- Access to quality training and development programs
- Social engagement including committees and charitable initiatives

## The Atlanta Community

**Atlanta, Georgia** is a world-class modern city rich in culture, arts, entertainment and sports. The city has an impressive legacy of leadership and courageous firsts, from Martin Luther King, Jr., to former President Jimmy Carter.

The metro Atlanta region comprises 28 counties in North Georgia, making it the ninth largest metropolitan statistical area in the United States. According to the U.S. Census, the region has a total population of more than 5.3 million residents.

Metro Atlanta offers an exceptionally high quality of life at a comparatively low cost. Lower cost of living in Atlanta for major expenses like housing, clothing, food and gasoline help keep the region's cost of living below the U.S. average - and well below those of most major metropolitan areas.

Atlanta is also headquarters for many Fortune 500 companies, including Delta Air Lines, Coca Cola, United Parcel Service, Home Depot, and AFLAC. Also calling Atlanta home is CNN, the Cable News Network.

Additionally, the Hartsfield-Jackson Atlanta International Airport, the world's biggest airport, is located in Atlanta offering direct flights to hundreds of cities, making air travel faster and more efficient for the city's residents.

At the heart of the region is the city of Atlanta – Georgia's capital and the state's largest city. Located at the foothills of the southern Appalachians, the landscape of Atlanta is predominantly characterized by rolling hills and broad, smooth uplands. The Chattahoochee River is one of the most prominent natural features of Atlanta. It forms the northwestern boundary of the city, flowing through a valley, which ranges from 150 to 400 feet in depth and from two to five miles in width from rim to rim. On the eastern side of the metro area, Stone Mountain rises high above the tallest pines. At 825 feet tall, it is the world's largest free-standing piece of exposed granite.

Despite having a mild Atlanta climate, the city does experience all four seasons. The average annual temperature is 61 degrees. July is the hottest month, averaging 89 degrees and January is the coldest, with the average low at 33 degrees.

**Recreation** – Atlanta proudly boasts several recreational areas and opportunities for individuals and families. These create an environment that encourages spending quality time together and strengthening relationships.

Home of the 1996 Centennial Olympic Games and the world's largest Olympic Ring fountain, **Centennial Olympic Park** provides year-round entertainment, including concerts, festivals and family activities.





# Atlanta

## The Community *(continued...)*

The world's largest piece of exposed granite rock and longest running laser show, **Stone Mountain Park** is Georgia's most-visited attraction. The **Lasershow Spectacular in Mountainvision™** has graphics and awe-inspiring effects that create multi-dimensional magic on one of the world's largest screens – Stone Mountain. With more than 3,200 acres of natural beauty, you'll find family-oriented recreational activities, special events, lodging and camping. Visit the 1870s town of **Crossroads®** for live shows, craft demos, shopping and dining, or enjoy the **Great Locomotive Adventure, Scenic Railroad** and **Antebellum Plantation & Farmyard**. Other family favorites are **Sky Hike**, the largest treetop adventure course, and **Geyser Towers**, a multi-level ropes course, which combines the challenge of climbing with the thrill of a water park.

New attractions include the College Football Hall of Fame and the National Center for Civil and Human Rights; both opened to visitors in 2014. Other enjoyable attractions include the world-class Georgia Aquarium, which houses 120,000 animals, representing 500 species, in 8.5 million gallons of marine and fresh water and was the world's largest aquarium when it opened in 2005, Piedmont Park, Chattahoochee River Parks, Six Flags over Georgia, more than 100 golf courses, the largest tennis association (Atlanta Lawn Tennis Association), the 2nd largest running organization (Atlanta Track Club), water sports at Lake Lanier and Lake Altoona, and camping and hiking in the North Georgia Mountains and the Appalachian Trail round out the list of superb recreational offerings.

**Arts and Culture** – The metro Atlanta lifestyle is rich in arts and culture – providing residents a spectrum of world-class exhibits and experiences. From the Atlanta Ballet to the Atlanta Symphony Orchestra, which has won more Grammys than any other U.S. symphony, metro Atlanta is home to world-class acts in dance and classical music. In addition, the region offers several permanent theater groups.

There are a multitude of cultural opportunities that are enjoyed by residents and visitors alike, including the **Alliance Theatre** and the **Cobb Energy Performing Arts Center**. In addition, museum-goers can always find a new exhibit in which to spend an enjoyable afternoon. *(continued...)*



## The Community *(continued)*

The **Museum of Design Atlanta (MODA)** advances the understanding and appreciation of design as the convergence of creativity and functionality through exhibitions, education and programming for visitors of all ages. The **Atlanta Contemporary Art Center (ACAC)** has become one of the Southeast's leading contemporary art centers. They play a vital role in Atlanta's cultural landscape, offering diverse educational programming for people of all ages and supporting working artists and their creative process.

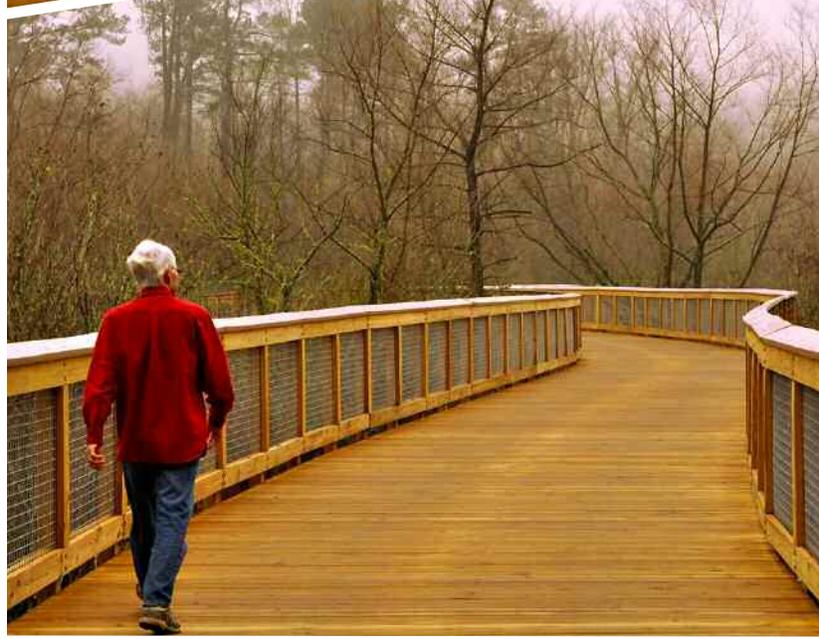
Metro Atlanta offers an abundance of fun for families, kids and couples. You are sure to find a host of activities year-round, including Zoo Atlanta, the Atlanta Dogwood Festival and many neighborhood festivals.

**Dining Scene** – Atlanta is home to some of the best restaurants in the nation and guarantees something to please every palate. A 'must-try' is the **Varsity**, the World's Largest Drive-in Restaurant. They have been serving customers in Atlanta since 1928. **Mary Mac's**, **Carver's** and **The Colonnade** serve southern-style specialties, and **STK** is a favorite among local celebs and pro athletes, offering great food and a lively atmosphere. **Two Urban Licks** promises a wonderful ambience, and diners are sometimes treated to live music.

**Shopping** – shoppers are delighted with Atlanta, since every kind of shopping imaginable is offered. From huge malls to outlets, antique shops, boutiques and artisan establishments, shoppers are treated to a plethora of multicultural experiences, where everything is available from food, to clothing, to museum-quality artworks.

**Sports** – If you are a fan of professional sports, metro Atlanta has your game covered with impressive venues and teams to catch all the action. The region is home to the **Atlanta Falcons**, **Atlanta Hawks**, **Atlanta Braves** and Atlanta's newest franchise, the **WNBA Atlanta Dream**. The stunning, brand new \$1.5 billion Mercedes-Benz Stadium is where the Atlanta Falcons play to win, offering fans a sports experience unlike any other and further reinforcing the city's vibrancy and economic strength. For NBA excitement, the Atlanta Hawks and the Atlanta Dream run the Philips Arena court. The Atlanta Braves hammer home runs at the brand new SunTrust Park stadium.

**Higher Education** – Fifty-seven colleges and universities in the metro Atlanta region enroll more than 250,000 students each year. Seven technical colleges enroll more than 60,000 students each year. The region ranks top 10 among U.S. metropolitan areas in students enrolled, research spending and degrees earned.





## The Position

The incumbent will report to and work closely with the Executive Vice President and will be based in Atlanta, Georgia.

**The ideal candidate for the Vice President, Business Development position will be someone who:**

- has a proven track record of achieving results through a competitive tender process;
- has created strong relationships within airports throughout the country;
- enjoys travel to further nurture relationships and better develop compelling proposals;
- is a strategic thinker and is comfortable developing financial projections;
- has strong leadership ability including the capacity to articulate and coordinate the team's development of successful proposals;
- has the capacity to grow within the organization.

## Salary & Compensation

This position offers a competitive salary range with an attractive benefit package.

## 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 résumé 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: [ParadiesVP@adkexecutivesearch.com](mailto:ParadiesVP@adkexecutivesearch.com)

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

**Filing Deadline: Friday, April 6, 2018**

Only complete electronic submissions will be considered.

Email questions to:

[ParadiesVP@adkexecutivesearch.com](mailto:ParadiesVP@adkexecutivesearch.com)