



The City of San Antonio invites applications for
Air Service Administrator
San Antonio International Airport (SAT)

San Antonio, Texas

Executive Search Services Provided by ADK Consulting & Executive Search

The Airport

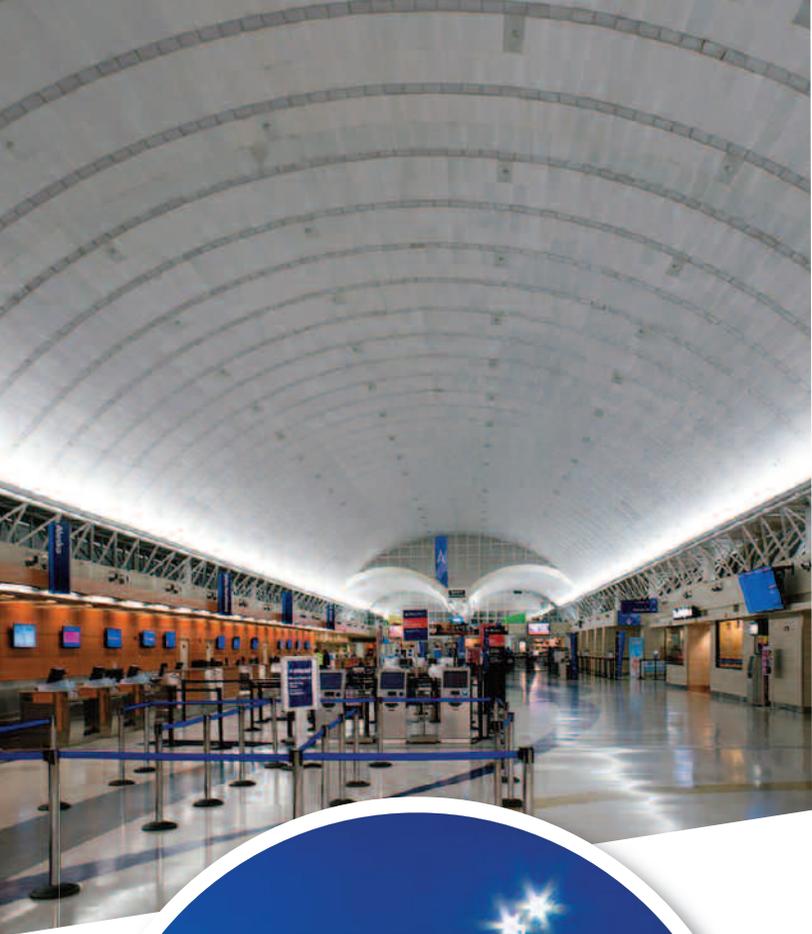
The Airport's Mission: To innovatively manage our airports to provide a positive customer experience while supporting economic development.

San Antonio International Airport provides commercial airline service for the South Texas region. More than 8 million passengers fly into and out of historic San Antonio each year, visiting more than 30 non-stop domestic and international destinations on over 8 airlines. San Antonio is a diverse, progressive and globally competitive city with a solid vision for national and international economic development. As the seventh-largest city in the United States, San Antonio is experiencing solid economic growth in 21st century industries such as bioscience and healthcare. Military City, USA is home to several military bases including Joint Base San Antonio, the largest base organization in the U.S. Department of Defense and comprised of Fort Sam Houston Army Base, Lackland Air Force Base and Randolph Air Force Base.

A 2012 Economic Impact Study of the San Antonio Airport System found the overall impact of the airport system was over \$5 billion in economic activity and output. San Antonio International Airport and Stinson Municipal Airport combined to contribute more than 98,600 jobs providing annual earnings of close to \$1.6 billion to the greater San Antonio region.

There are currently 398 employees at SAT, 66 of whom are represented by a union. In 2014, SAT surpassed the enplaned and total passenger record count set in 2008. Further, for the 12-month period ending December 2014, total enplaned and deplaned passenger numbers (8,369,628) increased 1.4% when compared to 2013. For the year, total domestic passengers (7,904,863) were up 1.6%. For the period ending September 30, 2014, airport operations were approximately 164,850. SAT ended 2014 handling 233,333,939 pounds of air cargo.





The Airport *(continued)*

Current and upcoming capital improvement projects include:

- Short-Term Parking & Consolidated Rental Car Facility which broke ground on July 28, 2015.
- Airfield Improvement Projects: This overall project, with multiple phases, includes the reconstruction of various parallel and intersecting taxiways adjacent to runways 12 Right and 4/22, expansion of aircraft parking aprons/ramps, and new lighting and signage.
- Customs/International Arrival Area Improvements: The project will renovate and expand the existing Customs facility to 35,000 square feet.
- Updated Terminal A: In 2014, San Antonio International Airport unveiled the 25-year old terminal's \$35.6 million renovation.

Tenants at the airport include Fixed Based Operators Skyplace Center, Landmark Aviation, Signature, Aviation Airstar and Million Air.

Other major tenants

- Allied Aviation Fueling Co. of San Antonio
- FedEx
- DHL
- UPS
- VT Aerospace
- M7 Aerospace
- Cutter Aviation
- AHR
- Cessna
- Flight Safety
- Hallmark College of Aeronautics
- Lynx



The Community

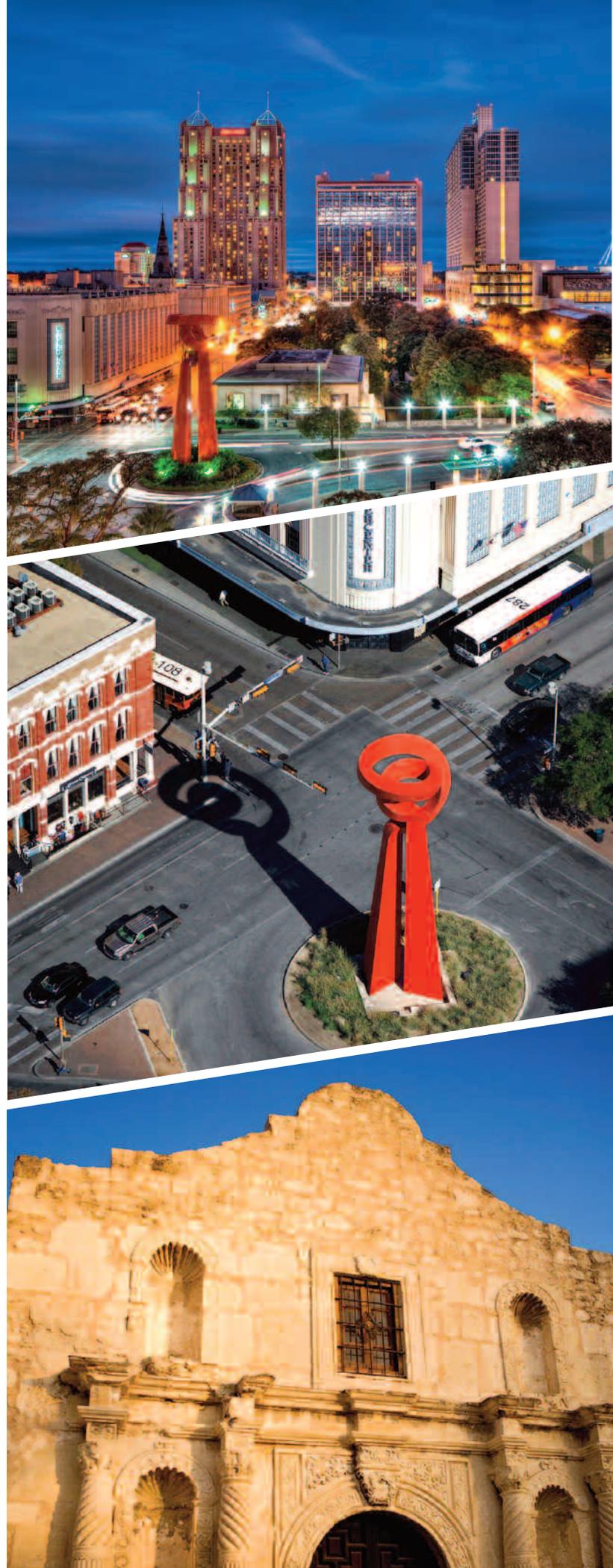
Step to the beat of wafting flamenco music as you wander the downtown River Walk before sampling as much chili (San Antonio's signature dish) as your taste buds will allow. A visit to the Alamo is an absolute must, as is taking in a show at the ornate Majestic Theatre. San Antonio Missions National Historical Park is dotted with 18th-century buildings and features, making for an enriching excursion, and in 2015, the five Spanish colonial missions, including the Alamo, was named a World Heritage site by the United Nations Educational, Scientific and Cultural Organization.

The San Antonio River Walk is a verdant oasis of cypress-lined paved paths, arched stone bridges and lush landscapes. It gently winds through the city center, providing millions of visitors each year with easy access to the city's cultural hot spots, historic sites and other attractions.

Local Art Scene: San Antonio has captivated people from cultures around the world since the city was first established in the early 1700s. Mexican, European, Asian, African and Western traditions all blend together into a personality that's uniquely San Antonio. You'll find outdoor sculptures and artwork, art galleries, more than 25 museums, over 40 performing arts stages and many cultural arts festivals. Together, these artistic attractions make San Antonio one of the top 25 cities for art in the United States.

Art and architecture thrive in the King William Historic District and Southtown. The King William Historic District is a restored neighborhood with a variety of architectural styles—Greek Revival, Italianate and Victorian. Once farmland for the Alamo mission, it grew into a German neighborhood. Close to the King William Historic District is Southtown, an arts neighborhood. Its eclectic blend of shops, galleries and restaurants host an art walk on the first Friday of every month. While you're there, check out the Blue Star Arts Center—a renovated warehouse that includes artist space, galleries and a brewpub.

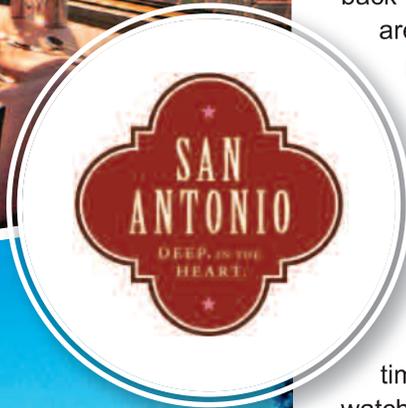
Performing Arts: As one of the nation's most culturally rich and diverse destinations, San Antonio is a mecca for the performing arts. From mariachis on the River Walk to Broadway shows and world-class dance productions, San Antonio's performing arts scene is both varied and vivid.





The Community *(continued)*

Dining: San Antonio's culinary palette derives from the influence of European and Mexican traditions of generations ago. New arrivals who settled here introduced us to fragrant spices, cooking styles reflecting both heritage and innovation, and foods of exotic lands. Many of our acclaimed chefs who studied elsewhere bring their world-class training back to our culinary landscape. Talented new chefs are honing their skills every day at the prestigious Culinary Institute of America—San Antonio.



Sports: Got game? San Antonio does. Whether you're a spectator or a participant, San Antonio is a sports lover's paradise with sunny skies and a full roster of games and activities. For sports thrills throughout the year, catch some hoop action with the five-time world champion San Antonio Spurs, or watch the WNBA Stars hold court at the AT&T Center. See future stars take to the ice at a San Antonio Rampage hockey game, and catch a home run or a fly ball at a Missions minor league baseball game. And if soccer is your sport, check out the San Antonio Scorpions at the new Toyota Field.



Outdoors: Our mild San Antonio climate is conducive to outdoor activity year round. The city's great open spaces begin right in the heart of downtown, where you'll find more opportunities for bicycle riding, hiking and canoeing than ever before. Major parklands are just a few miles north of the city hub and wilderness trails crisscross the area. Take a self-guided tour or opt for the services of a pro, whose enlightening narrative will add depth to your adventure.



The Position

The Air Service Administrator is responsible for overseeing efforts to retain and acquire air service, including increasing the number of non-stop flights, to the San Antonio International Airport. The incumbent conducts research, provides data, makes recommendations and implements solutions to execute strategies to retain and acquire air service and exercises direct supervision over assigned staff.

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



The Ideal Candidate will have:



- ◆ Knowledge of administrative and management procedures, practices and techniques.
- ◆ Knowledge of research techniques, methods, and procedure.
- ◆ Knowledge of presentation requirements and methods.
- ◆ Knowledge of organizational strategic planning and operations research.
- ◆ Knowledge of domestic & international airline passenger & air cargo operations and network decision-making processes.
- ◆ Ability to analyze problems, identify alternative solutions, project consequences of proposed action and implement.
- ◆ Ability to compile and prepare clear and concise reports.
- ◆ Ability to establish and maintain effective working relationships with co-workers, supervisors, and the general public.



Job Requirements

The successful candidate will have Bachelor's degree in Aviation Management, Business Administration, Finance, or a related field from an accredited college or university. Also required is seven (7) years of increasingly responsible experience in air service development or airport management, including three (3) years of supervisory experience. Five (5) years of professional experience developing air service agreements for a medium or large hub airport or airline is preferred.

Salary & Benefits

The anticipated starting salary for this position will be approximately \$125,000 depending on experience and education. Also included is 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: **SAT@adkexecutivesearch.com**

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

Filing Deadline: Wednesday, December 2, 2015

Only complete electronic submissions will be considered.

Email questions to:
SAT@adkexecutivesearch.com

San Antonio International Airport (SAT) is an equal opportunity employer.

