



The County of Sacramento, Department of Airports Invites Applications for

Director of Airports

Sacramento International Airport (SMF)

Sacramento, California

Executive Search Services Provided by ADK Consulting & Executive Search

The Airport

The Sacramento International Airport (SMF) is located just 12 miles northwest of downtown Sacramento—only a 15-minute drive. With over 150 scheduled departures per day served by 12 airlines to 34 non-stop destinations, SMF has experienced 45 consecutive months of passenger growth and was recently ranked #1 by JD Power 2017 Customer Service Rankings.

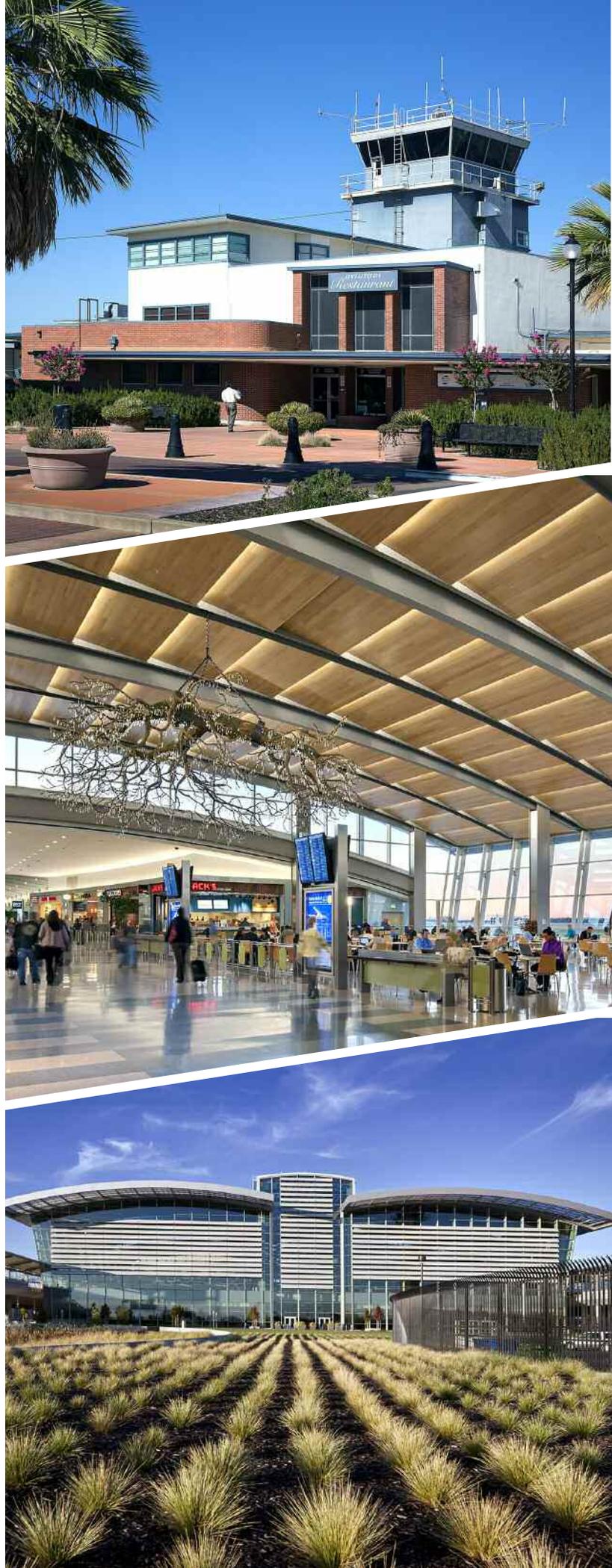
SMF is governed by Sacramento County, which has overall governance responsibility for planning, developing, operating and maintaining the county's four airports: Sacramento International Airport, Executive Airport, Mather Airport and Franklin Field. The regional economic impact of the Sacramento County Airport System is more than \$4 billion annually.

SMF opened in 1967 and currently encompasses approximately 6,000 acres. Over 2,000 people are employed at International, including a Sheriff's bureau and Transportation Security Administration which oversee Airport security.

The Central Terminal B opened in October 2011. Dubbed the "BIG Build", and at a billion-dollar price tag and 740,000 square feet, it was the largest capital improvement program in Sacramento County history. This modern, efficient Terminal B welcomes passengers with an innovative mix of sustainable design, eye-catching public art, and locally based retailers and restaurants. The project included a landside terminal, an automated people mover, a 19-gate airside concourse, and an \$8 million public art program. The energy-efficient terminal uses day-lighting, Low-E glass, low-flush fixtures, natural ventilation, and was built with recycled materials. Terminal A was constructed in 1998 and is undergoing a modernization program that started in 2016 and will conclude in 2019. The modernization enhances the passenger experience and provides all of our passengers with a consistent customer service product.



SACRAMENTO INTERNATIONAL AIRPORT





The Airport *(continued...)*

Designed to serve travelers for generations, Terminals A&B maintain the ease and convenience domestic and international passengers expect while positioning the airport for future development.

With more than 10.9 million total passengers, Sacramento International Airport has two 8600' parallel runways that are both fully-instrumented for inclement weather operations. A total of over 144 million pounds of air freight and a total of 13.4 million pounds of airmail shipped in 2017. General Aviation includes Cessna Aircraft Company West Coast Maintenance Facility for Cessna jets, Sacramento Jet Center (SACjet), and a GA ramp capable of handling approximately 70 aircraft. The four major car rental companies offer 10 on-airport car rental brands including: Advantage, Avis, Budget, Payless, Hertz, Dollar, Thrifty, Enterprise, Alamo and National.



The Sacramento Region

The County of Sacramento has a population of approximately 1.5 million people. The County is home to the capital of the State of California. The region lies in the middle of the 400-mile-long Central Valley, which is California's prime agricultural region. The Sacramento region is a long-established center of commerce for the surrounding area. Sacramento County was incorporated in 1850 as one of the original 27 counties of California. Sacramento became the State Capital in 1854. The County is the major component of the Sacramento Metropolitan Statistical Area (SMSA) which includes Sacramento, El Dorado and Placer Counties.

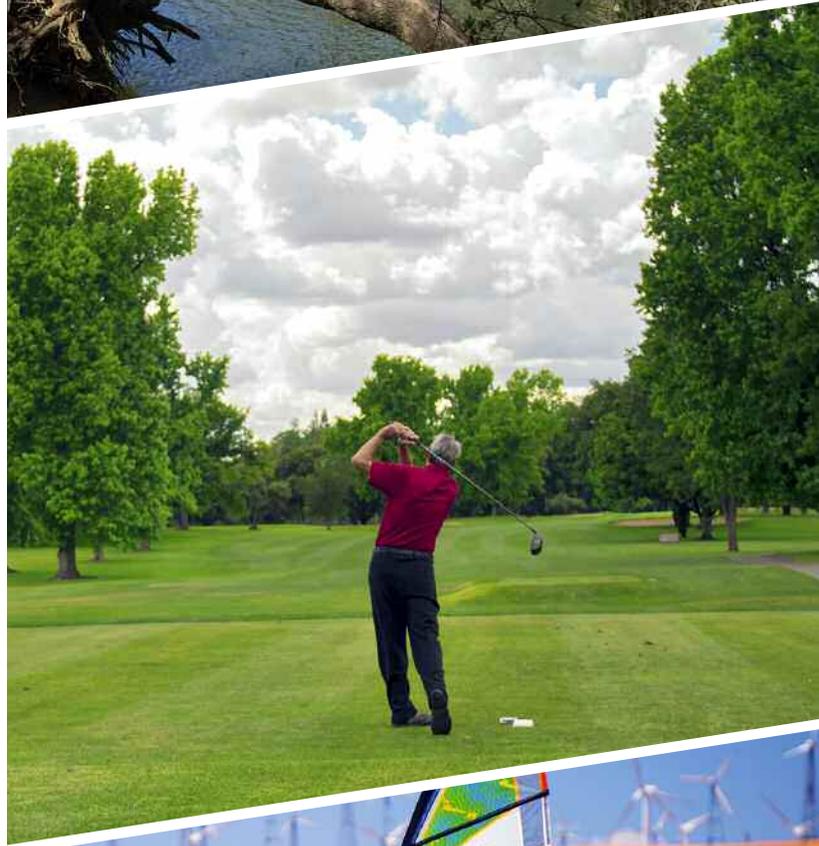
Sacramento County encompasses approximately 994-square miles. The County extends from the low delta lands between the Sacramento and San Joaquin rivers north to about ten miles beyond the State Capitol and east to the foothills of the Sierra Nevada Mountains. The southernmost portion of Sacramento County has direct access to the San Francisco Bay.

The last few years have seen a high level of growth in Sacramento County. The County's goal is to make the area one where residents can live, work and play.

Recreation

In a region that is built in a delta, water recreation tops the list of outdoor activities including salmon and steelhead fishing, river rafting, and boating. All can be done on the 1000 miles of waterways around Sacramento and the Delta. Nearby Folsom and Lake Natoma offer sailing and windsurfing. Chief among the County's outdoor recreational opportunities is the American River Parkway, which welcomes more than five million visitors annually to this unique wildlife and recreation area, offering opportunities for fishing, boating and rafting, picnic sites, golfing, and guided natural and historic tours.

The parkway is inclusive of the Jedediah Smith Memorial Trail, a 32-mile long trail for bicyclists, hikers and equestrians. The trail winds southwest from the City of Folsom to Downtown Sacramento, was recognized as a national trail in 1974, and named the nation's number one bike path for 2006.





The Sacramento Region (continued...)

Sacramento Attractions

Sacramento County is home to the Sacramento Kings basketball team, the Sacramento River Cats (a Giants affiliate), the Republic Soccer Team, historic Old Sacramento, the State Railroad Museum, Crocker Art Museum, Stanford Mansion, Sacramento Zoo, Sutter's Fort, and the State Capitol Building. The Golden 1 Center, which opened in late 2016, is considered one of the top performing venues not just in the country but in the world.



The County of Sacramento

Higher Education

Sacramento County is home to California State University–Sacramento. In addition, the University of California has a campus in nearby Davis. The Los Rios Community College District consists of several two-year colleges–American River College, Cosumnes River College, Sacramento City College, and Folsom Lake College. Sacramento also houses many private colleges as well.

Awards & Recognition

- JD Powers #1 Customer Service Ranking for 2017
- One of top 10 Best Places to Work & Play–Yahoo! Finance Voted Best Cities for Today & the Future–Kiplinger's
- One of the top 10 Best Baseball Cities–Sperling's
- Ranked #29 Best Airports to Make a Connection–Sperling's
- Voted Best Restaurant Offerings California Wine Collection–Wine Spectator

Click here to view a short video about the benefits of living and working in Sacramento County.



The Position

The Director of Airports has responsibility for the operations, administration, planning, and development activities of the Airport Department (Sacramento County Airport System). The Airport System is comprised of Sacramento International Airport, Mather Airport, Executive Airport, and Franklin Field.

Working under broad policy direction, the Director of Airports reports to the County Executive and is exempt from Civil Service.

Duties may include, but are not limited to, the following:

- Leads and directs the overall operations of the Sacramento County Airport System.
- Ensures the Sacramento County Airport System is operating according to Federal, State and Local laws and regulations in order to ensure public safety and security.
- Establishes sound operating policies and procedures that will ensure the responsible, safe, and efficient operation of the Sacramento County Airport System.
- Establishes priorities and identifies the Department's future needs and directs the strategic initiatives to meet those needs.
- Directs the preparation and administration of the Department's budget.
- Creates and sustains cooperative working relationships with all stakeholders including airport customers, tenants, businesses, public and private agency leaders, the governance structure within Sacramento County, the general public, the media, and staff (union and non-union).
- Provides leadership, direction and mentoring to staff.
- Effectively promotes organizational values and goals.
- Responds to and resolves difficult and sensitive customer inquiries and complaints.
- Directs the preparation of analytical and statistical reports on operations and activities.
- Represents the County to the Board of Supervisors, the public, and other entities.

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

[Click here](#) to view a short video about the benefits of living and working in Sacramento County.





Desirable Qualifications

The ideal candidate will have a Bachelor’s degree or higher in Airport Administration, Business Administration or related field; and five years of experience managing, directing, developing, implementing, coordinating, and evaluating a team of professionals performing the full scope of work required at a medium or large hub airport. International Airport Professional (IAP) or Accredited Airport Executive (AAE) designation is a plus.

Salary & Compensation

The salary range for this position is \$198,619 - \$218,961 with an attractive array of benefits including a \$450 per month auto allowance and a 3.35% Management Differential per pay period.

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: **SMFDA@adkexecutivesearch.com**

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

Filing Deadline: Friday, February 16, 2018

Only complete electronic submissions will be considered.

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