

The Raleigh-Durham Airport Authority
Invites Application for



Airport Director



Executive Search Services Provided by ADK Executive Search

If you like variety and choices, you'll love the eclectic feel of the Raleigh-Durham area. It is no wonder that this area appears on so many "best places" lists...from best places to live to best places to work or play.

Raleigh, Durham, and Chapel Hill make up the three primary cities of the Research Triangle metropolitan region. The regional nickname of "The Triangle" originated after the 1959 creation of the Research Triangle Park, primarily located in Durham County, four miles from Downtown Durham. It is encompassed on three sides by the city of Durham and roughly midway between the cities of Raleigh and Chapel Hill and the three major research universities of NC State University, Duke University, and UNC-Chapel Hill.

The Research Triangle region encompasses the U.S. Census Bureau's Combined Statistical Area (CSA) of Raleigh-Durham-Cary. As of July 1, 2009 the estimated population of the Raleigh-Durham-Cary CSA was 1,742,816, while the Raleigh-Cary Metropolitan Statistical Area (MSA) was estimated at 1,125,827, making it the nation's fastest growing metropolitan area in the United States.

Anchored by leading technology firms, government, and world-class universities and medical centers, the area's economy has performed exceptionally well. Significant increases in employment, earnings, personal income and retail sales are projected over the next 15 years.

There is an abundance of places to go and things to see in these cities and their surrounding communities... from their many museums and galleries to their "high-octane" sports events. There are countless restaurants and late-night clubs, gardens, historic sites, beautiful neighborhoods and rolling farms.

RALEIGH

2010 Census figures show that Raleigh, the second largest city in North Carolina, leads the state in population growth. The data shows Raleigh with over 403,000 and a growth rate of 46.3% over the 2000 Census.

www.visitraleigh.com says: "When you're looking for the excitement and attractions of a great city, combined with the affordability, approachability and appeal of a classic Southern town, look no further than Greater Raleigh.

Raleigh is home to several professional arts organizations, including the North Carolina Symphony, the Opera Company of North Carolina, Burning Coal Theatre Company, the North Carolina Theatre, Broadway Series South and the Carolina Ballet. The numerous local colleges and universities significantly add to the options available for viewing live performances.

Best known for its world-class museums, best of Broadway shows and live concerts, Capital area historic sites, professional or amateur sporting events and shopping mecca status with nine major retail areas, Greater Raleigh truly offers a variety of entertainment all in one park-like, scenic setting."

Raleigh is home to the NHL team Carolina Hurricanes, winners of the Stanley Cup in 2006. Their venue is the RBC Center which is also NC State's basketball arena. The Center attracts big name concerts and events.



DURHAM

2010 Census figures show Durham with a population of over 228,000 with a growth of 22.1% over the 2000 Census. Durham, an entrepreneurial community, is the fifth largest city in North Carolina with millions of visitors each year. Durham is the proud home of the Research Triangle Park, Duke and North Carolina Central universities. It is consistently ranked among the best places in the nation to live and work. It boasts highly rated museums, restaurants, ballparks, historic sites, healthcare facilities, sports events, and universities.

Events include jazz festivals, blues festivals, symphony concerts, art exhibitions, and a multitude of cultural expositions, including the American Dance Festival and the Full Frame Documentary Film Festival. A center of Durham's culture is the Durham Performing Arts Center, which shows live performances and is ranked in the top 12 in the world by PollStar.com.

RALEIGH-DURHAM AREA COLLEGE SPORTS

The University of North Carolina at Chapel Hill Tar Heels, North Carolina State University Wolfpack in Raleigh, and the Duke University Blue Devils in Durham are all members of the ACC. Rivalries among these schools are very strong, fueled by proximity to each other, with annual competitions in every sport. Adding to the rivalries is the large number of graduates that high schools in the region send to each of the local universities. It is very common for students at one university to know many students attending the other local universities. All three teams consistently produce high-caliber teams. Each of the Triangle-based universities listed have won at least two NCAA Basketball National Championships.

AWARDS & RECOGNITION

One of Best 10 Restaurants at U.S. Airports (42nd Street Oyster Bar, RDU)
- USA Today/Frommer's, March 2011

#2 Brain Magnet in the Nation (Raleigh-Durham-Cary) - Forbes, February 2011

Highest Paying in the South (Durham, NC MS) - Triangle Business Journal, May 2011

Six Best New Museums in North America (N.C. Museum of Art, Raleigh)
- AirTran GO Magazine, May 2011

One of "41 Places to Go in 2011." (Durham) - New York Times, January 2011

#14 Among 2011 Best Cities for Job Growth (Raleigh-Cary) - Forbes, June 2011

Duke University tied for 9th in the 2011 edition of "America's Best Colleges"
- U.S. News & World Report, August 2010

#3 America's Cleanest Cities (Raleigh-Cary) - Forbes, March 2011

Duke University Hospital was ranked #10 on the U.S. News & World Report's 2010-2011 America's Best Hospitals listing and was among 14 hospitals nationally to make the magazine's Best Hospitals National Honor Roll - U.S. News & World Report, July 2010

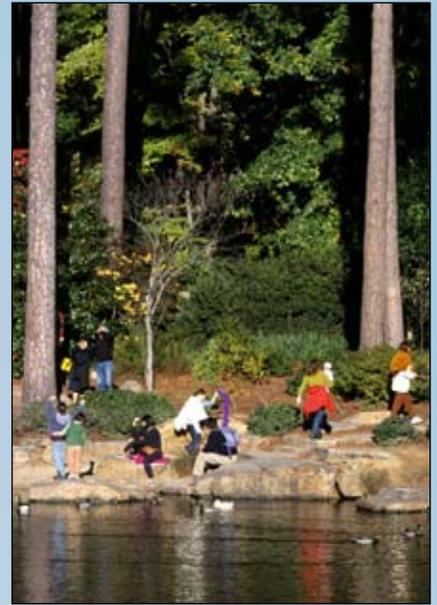
Bronze Level Bicycle Friendly Community (Raleigh) - League of American Bicyclists, April 2011

#7 Top Metro for Small Business (Raleigh-Cary) - Portfolio.com/bizjournals, April 2011

23rd Best Place for Business and Careers (Durham NC MSA) - Forbes, April 2010

#1 Among 10 Great Cities for Raising Families (Raleigh) - Kiplinger's, August 2010

#7 on the 2010 Most Livable Bargain Markets (Durham) - MSN Real Estate, September 2010



THE AIRPORT

The Raleigh-Durham International Airport (RDU) is governed by the Raleigh Durham Airport Authority (Authority), a governmental body responsible for the development, operation and maintenance of the airport. The General Assembly of North Carolina chartered the Raleigh-Durham Aeronautical Authority in 1939, which would be changed in 1945 to the Raleigh-Durham Airport Authority. The cities of Durham and Raleigh and the counties of Durham and Wake appoint two members each to the Authority creating the eight-member Board of Directors.

RDU is a very busy commercial service airport served by nine major airlines and their regional partners offering service from RDU to 40 destinations. The airlines include Air Canada, AirTran, American, Continental, Delta, JetBlue, Southwest Airlines, United, and U.S. Airways. Major cargo carriers at RDU include Federal Express, UPS, and DHL. The airport processed over 9 million passengers and over 98,000 tons of air cargo in 2010. It is the second largest airport in the State of North Carolina and recognized by the FAA as a medium hub. In January of 2011, the Authority opened the second phase of Terminal 2, a 900,000 Square foot, state of the art, common use passenger terminal occupied by all of the airlines other than Southwest and AirTran. In recent years, the Authority has constructed parking structures and lots that now provide travelers with more than 11,000 parking spaces within walking distance of Terminals 1 and 2. A \$60 million reconstruction and renovation of Terminal 1 is now underway.

General Aviation facilities at RDU include the 22,000-square foot General Aviation (GA) Terminal owned by the Authority supporting two Fixed-Base Operators...Landmark Aviation and TAC Air. The complex offers 30 acres of aircraft parking space for a variety of aircraft sizes and much more. The contemporary styling of the GA Terminal reflects the Triangle region's corporate travelers, pilots and crew members.

The airport serves a large economic area and is estimated to have over a \$12.6 billion economic impact on the 12-county Research Triangle Region. The data documented that the airport's total impact on regional employment involves an estimated 47,760 jobs with payrolls of \$2.5 billion.

IMPORTANT LINKS

[Raleigh-Durham International Airport](#)

[Raleigh CVB](#)

[Durham CVB](#)

[The Research Triangle](#)

[City Search: Raleigh](#)

[City Search: Durham](#)



JOB DESCRIPTION

If selected to be our Airport Director, you will serve as the chief executive officer responsible for the strategic direction, management, and administration of RDU and maintaining its “best in class” airport status. You will plan, direct, and coordinate the work of staff personnel and administer policies and directives of the Authority’s Board of Directors. You will maintain flexible controls and establish sound operating procedures that will ensure the responsible, safe, and financially sound operations of RDU.

As Airport Director you will report directly to the Board and be responsible for maintaining continuing and pertinent communication with the Board while assisting them in fulfilling their responsibilities. You will have the authority to hire, promote, discipline, and terminate within the guidelines established by the Board.

You will possess an extensive knowledge of principles and practices of modern airport management which has been acquired through verifiable work experience and education. You will have proven experience in dealing with internal and external stakeholders with constructive results.

You will represent the Authority in person through speaking engagements in professional meetings, share our plans and successes with others, and lead sensitive negotiations with regulators, major customers and other stakeholders.

You will communicate in person with our Board, our public, governmental and community leaders, tenants, employees, managers, directors, airline industry executives, affiliated aviation organizations (i.e. AAAE, ACI, AOPA, NBAA, etc.) and most importantly, with our customers.

THE IDEAL CANDIDATE

RDU seeks an Airport Director who exhibits charisma and a passion for developing and managing a collaborative work environment. This unique opportunity will go to an exceptional, proactive person who is a persuasive communicator with a leadership style that is participatory, team-oriented, and engaging.

As an experienced and effective team builder, you will have coordinated, directed, and managed the work of others while implementing your vision for the future. You will have demonstrated exemplary leadership through a dynamic, outgoing, relationship building persona that relied on being a leader with unquestionable character and integrity.

You will have the capability of being the direct representative of the Authority to the public, news media, aviation community, and appropriate government entities while remaining politically astute with a proven record of earning the respect and trust of others. You will have shown a capacity to coordinate, organize, work and resolve issues with various groups that often have a competing interest in the airport (i.e. airlines, general aviation, airport tenants, neighborhoods, TSA, FAA, and the flying public).

You will have demonstrated the ability to communicate with others with the highest standards of business diplomacy and respect as a key representative of your past airport and community.

PREFERENCES

The superior candidate will be currently employed as an airport executive with a minimum of ten (10) years of senior management experience at a commercial service airport with at least five (5) years at the number one or number two position. You will have demonstrated extensive and varied airport administration experience with strong leadership skills having an emphasis on team-building, strategic planning, large-scale capital improvement projects, financial management, and community relations. You will have, as a minimum, a Bachelor’s degree preferably in Airport Management, Business Administration or related field. A Masters degree is very desirable as is A.A.E. accreditation.

COMPENSATION & BENEFITS

Starting salary range is \$190,000 - \$235,000 DOE.

- Health, Dental, and Vision Insurance
- Disability Insurance
- Life Insurance
- Retirement Plans (401K and 457)
- Vacation Leave
- Eleven Paid Holidays
- Sick Leave
- Vehicle
- Relocation Benefits

HOW TO APPLY:

Please submit a cover letter, resume, and a minimum of five professional airport references, including your working relationship to them, to ADK Executive Search at: RDU@adkexecutivesearch.com

Your submission should include a separate supplement with responses to the following:

1. What is the size of airports, facilities and communities you have served including the operating budgets, capital improvement budgets, and staff you have managed? How do these experiences relate to the size and complexity of RDU?
2. What is your overall airport management philosophy in leading a commercial service airport in today's environment?
3. Relate your specific experience at the number one or two positions at an airport.
4. What are the key elements of a successful team-oriented management style? Give examples of your experience in implementing and maintaining a collaborative, team-oriented leadership culture.
5. The Board has numerous stakeholders. None are more important than those in the community. What is your vision of community involvement and what has been your experience in this regard?
6. There is significant stakeholder involvement in corporate and general aviation at RDU. How would you embrace and encourage the General Aviation community to grow with the airport?

Only complete electronic submissions will be considered.

Please complete the ADK employment application form at:
https://adkexecutivesearch.com/Application_Form.html (*this is a secure link*).

Filing Deadline: Friday, July 22, 2011

RDU is an Equal Opportunity Employer.

Any submission regarding this opening may be subject to the open records laws under North Carolina statutes.

Email Questions to: RDU@adkexecutivesearch.com

PHOTOS & INFORMATION COURTESY OF:

Raleigh-Durham International Airport
GRCVB/visitRaleigh.com
Durham CVB
ABC Local/WTVD-TV Raleigh-Durham, NC
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