



The Hillsborough County Aviation Authority invites applications for  
**Director, Research &  
Air Service Development**

Tampa International Airport (TPA)

Tampa, Florida

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

## The Airport

**Tampa International Airport** is a public airport six miles west of Downtown Tampa in Hillsborough County, Florida. This Airport is publicly owned by Hillsborough County Aviation Authority, which also owns Peter O. Knight, Plant City and Tampa Executive Airports. It has been praised for its architecture and Landside/Airside design of a central terminal connected by people movers to satellite gates, a pioneering concept when designed in the late 1960s.

The Hillsborough County Aviation Authority was established by the 1945 Florida Legislature as an independent special district of the State of Florida with exclusive jurisdiction, control, supervision and management over all publicly owned airports in Hillsborough County.

The Aviation Authority is governed by a five-member Board of Directors. Three members are residents of Hillsborough County appointed by the Governor of the State of Florida for four-year terms. The Mayor of the City of Tampa and a board member of the County Commissioners of Hillsborough County serve ex officio on the board. The gubernatorial appointments occur at two-year intervals and at these times the Board reorganizes itself electing officers for the ensuing two years.

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***“The vision of the Authority is to be a vibrant aviation gateway for Tampa Bay, providing access and economic opportunity for our stakeholders.”***

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Southwest Airlines carries the largest share of TPA passengers operating a peak-season schedule of over 90 daily departures. The airport presently serves more than 90 non-stop destinations, including international service to the Bahamas, Canada, Germany, Mexico, Netherlands, Panama, Switzerland, the United Kingdom, and destinations throughout the Caribbean. Tampa is also one of only a handful of airports offering non-stop service to Havana, Cuba, as well as charter operations to Holguín and Santa Clara. The Airport hosts more than 22 million passengers per year and is among the top 30 largest Airports in the U.S. for enplanements.

TPA relies on two fixed-base operators on the airport campus and operates three general aviation airports elsewhere in Hillsborough County. The three off-campus airports form a reliever airport network to allow for safe, efficient and timely commercial operations at TPA.

In late 2011, TPA officials began updating the Master Plan for the airport’s 3,300-acre campus. The final plan, approved in 2013, outlines three phases of expansion to accommodate 34 million passengers each year, more than double than when the plan first began. *(continued...)*





## The Airport *(continued...)*

It allows a “build as demand dictates” approach to growth with phases based on passenger volume. Completed on time and on budget in 2019, the first phase addressed the immediate need to decongest the curbsides, roads and main terminal. It included a 2.6-million square-foot Rental Car Center, 1.4-mile people mover and an expansion of the main terminal. More than 11,000 people worked on the project, logging more than 6.4 million hours.

### Master Plan Phase 1 Fast Facts:

- **2.3-million square foot rental car center**
- **1.4-mile SkyConnect Automated People Mover**
- **50,000-square-foot expansion of the main terminal**
- **Added 2,414 spaces to existing Long Term Parking Garage**
- **Removed 2.7 million cars from airport roads each year**
- **Cost: \$943 million**
- **Anticipated spending more than \$120 million with women-owned, minority-owned and disadvantaged businesses**
- **Created 9,000 construction-related jobs**

**Work on Phase 2 of the Master Plan** broke ground in 2019 and includes doubling the capacity of the terminal curbsides, expanding the airport’s roadways, and a new headquarters for the Aviation Authority in a new 9-story office building connected to the main terminal by the airport’s new SkyConnect automated people mover system.

The Airport recently completed a Project Definition Document for the third phase of its Master Plan which will add a new 16-gate airside to the campus by 2024. Each gate is programmed to be both international and domestic capable.

Tampa is proving its resiliency and ability to thrive, even in the face of the difficult circumstances experienced as a result of COVID-19. The airport’s departing passenger numbers are recovering faster than those of the U.S. overall. Many of organization’s domestic routes have been reinstated with international routes being restored in the near future. The airport has also announced several new routes. Tampa is a people magnet, ranking #4 in the U.S. for net inflow of residents. Tampa seems to have all the right ingredients to make it a great city to live in after the pandemic: affordability, safety, job market, education and culture. Weather also plays a big role in determining where people want to live year-round, and Tampa does not disappoint.



## The Community

**The City of Tampa** is the largest city in Hillsborough County, is the county seat, and is the third most populous city in Florida. It is located on the west coast of Florida approximately 200 miles northwest of Miami, 180 miles southwest of Jacksonville, and 20 miles northeast of St. Petersburg. The population of the city represents approximately one-third of the total population of Hillsborough County. The Tampa Bay Area's economy is diverse and includes tourism, agriculture, construction, finance, health care, government, technology, and the port of Tampa.

As the nation's 54th largest city, Tampa offers a unique and exciting experience for everyone. A visit to the ever-growing downtown area with its exciting Sparkman Wharf and Ybor entertainment districts will provide you with plenty to see. Whether you choose to relax at an outdoor cafe, stroll along the Riverwalk or unwind at Curtis Hixon Waterfront Park or Armature Works, it will be evident how much the city puts into ensuring a safe and enjoyable environment.

Tampa has an exciting nightlife, a diverse selection of great restaurants and some of the state's best attractions including: the Florida Aquarium, Busch Gardens Tampa Bay, the Straz Center for the Performing Arts, and Lowry Park Zoo. Of particular note is the Tampa Bay History Center and Tampa Museum of Art; both are state of the art facilities honoring our community's history, heritage, and commitment to the arts.





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

When it comes to the Tampa Bay Area, picturesque scenery and an average of 361 days of sunshine each year create an ideal setting for those ready to explore and discover new treasures. Here you'll find some of the world's top-rated beaches creating a year-round haven for outdoor enthusiasts. After experiencing an afternoon of kayaking in the calm waters of Tampa Bay or discovering the unique wildlife along the Hillsborough River, relax with a picnic on just one of the many pristine, white-sand beaches the area has to offer. If you're lucky, you may even spot a manatee or dolphin from the shoreline.

In 2019, two of the top five beaches in the United States according to Trip Advisor are located less than 30 minutes from Tampa International Airport. Clearwater Beach ranked #1 among all beaches in the U.S., and St. Pete Beach ranked #4. Nearby beaches also include Fort De Soto Park, recently named America's "Best Family Beach" by USA Today.

Less than 30 minutes away is **St. Petersburg**, a glimmering city between the Gulf of Mexico and Tampa Bay, known for its warm weather and delightful breezes. Clearly a cultural center and family favorite, St. Petersburg offers an array of interactive, art, science and natural attractions to spark curiosity, while its beaches – some of America's best – offer major fun in the sun. Most nights of the year, St. Pete's downtown is bustling with activity in its many restaurants, museums, and other entertaining venues. And Central Florida's theme parks are just a short drive away.

Also just a hop away is **Clearwater**. As a top year-round destination, Clearwater offers a seemingly endless supply of entertainment, natural beauty, and outdoor activities both on land and at sea. No one can afford to miss this ultimate destination, ideally situated on Florida's stunning West Coast and offering something for every visitor and every budget.

Enjoy casual and fine dining, vibrant activities, and the rich history and heritage of the area in a mild, temperate climate. We invite you to soak up the fun and sun of Clearwater's outstanding coastline.

Caressed by tranquil Gulf breezes, its beaches offer miles of sugar-white sand, crystal-clear waters and are consistently ranked among America's most beautiful!

**Arts and Culture** - The Tampa Bay area was recently named one of the top five most culturally diverse and integrated urban areas in the country by the U.S. Census Bureau. Therefore, it's no surprise the area is rich in art and museums as well. Recently, American Style Magazine awarded Tampa Bay the honor of being a "Top Arts Destination".

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

Discover an eclectic collage of museums featuring the surreal masterworks of Salvador Dali to traveling Smithsonian exhibitions. Major live music and performing arts venues make the Tampa Bay Area a leading cultural hub. Explore a stellar Broadway series, critically acclaimed opera and orchestras, world-class performance halls and concert venues that provide enriching performances to showcase the world's most talented artists, actors and musicians.

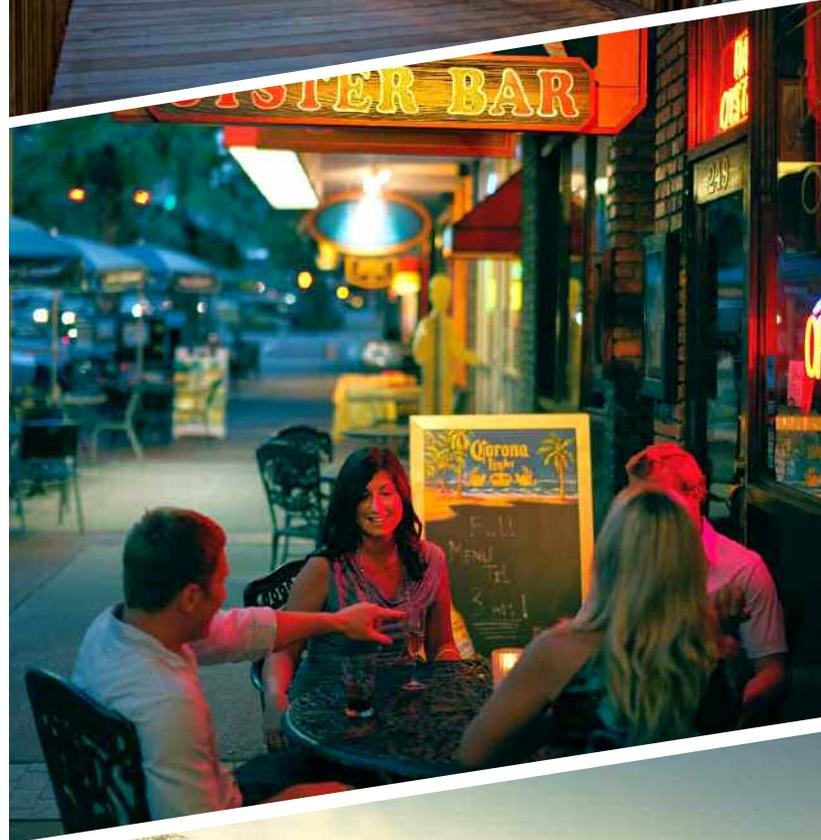
In March, Tampa Bay becomes the arts destination of the country in celebration of Gasparilla Arts Month. It all begins the first weekend of the month in Curtis Hixon Waterfront Park, with a fine arts festival that attracts 250,000 annual visitors. Gasparilla extends throughout the month with an epic music festival drawing national acts and an internationally recognized film festival.

**Dining & Shopping** – Some of Tampa's best kept secrets are held by the locals. All the dining and shopping options can be downright overwhelming for travelers. With signature scents like Spiced Rum and Coconut and Tobacco and Vanilla Bourbon, Seventh Avenue Apothecary blends signature scents that are reminiscent to the historical, cultural, and culinary legacy of Ybor City. Family- owned and operated, these artisans' handmade, hand-poured, soy wax candles are a top pick from locals and travelers combined. Expand your book collection by visiting the Old Tampa Book Company and choose from over 40,000 rare, used and out-of-print books.

If vintage is more your style, check out Sherry's YesterDaze Vintage Clothing & Antiques located in Seminole Heights. While there, unlock your palate at amazing local eateries like Ichicoro, Rooster & the Till, Nebraska Mini Mart and Ella's. Other local eateries in the downtown area include Armature Works, Ulele, Columbia, and Sparkman Wharf. Nearby Hyde Park offers Bartaco, Forbici, On Swann, and Goody Goody just to name a few!

**Sports** - The Tampa Bay Area is home to many sports teams and has a substantial history of sporting activity. All of the region's professional sports franchises use the name "Tampa Bay," which is the name of a body of water, not of any city. This is to emphasize representing the wider metropolitan area and not a particular municipality.

Three teams compete at the major league level. The Tampa Bay Buccaneers play in the National Football League (NFL), the Tampa Bay Lightning play in the National Hockey League (NHL), and the Tampa Bay Rays play in Major League Baseball (MLB). The Tampa Bay Rowdies soccer club is part of the United Soccer League, the first division below Major League Soccer. Additionally, six MLB teams hold their spring training camps in the area.





## The Position

Under the general direction of the Executive Vice President of Marketing, the **Director, Research & Air Service Development** directs the execution of strategic and tactical plans to support and increase flights to existing domestic and international markets and attract prospective new airlines and destinations. The incumbent will provide key leadership for the Airport by developing and exploring real-time business analytics and consumer data to inform short and long-range strategies and strategic initiatives that support all areas of the Airport business.

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

## Position Qualifications

Position requires a combination of education and experience reflecting possession of the required knowledge, skills and abilities, to include graduation from an accredited college or university with a Bachelor's Degree in business, marketing, market research, or other related field; plus eight years of demonstrated experience in work directly associated with airline route economics, including route planning experience at an airline, as an airline or airport consultant, or similar experience in the Aviation industry.

## Salary & Compensation

The salary range for this position is \$103,700 - \$215,600 and there is an extraordinary range of benefits. Anticipated starting salary is commensurate with experience.



## How to Apply:

To apply online, [click here](#).

**Deadline for applications: Sunday, June 6, 2021**

Project Manager: **Blake Astran, JD**  
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*The Aviation Authority-Tampa International Airport provides equal employment opportunity to all persons, regardless of age, race, religion, color, national origin, sex, political affiliations, marital status, non-disqualifying physical or mental disability, age, sexual orientation, membership or non-membership in an employee organization, or on the basis of personal favoritism or other non-merit factors.*

*The Aviation Authority-Tampa International Airport welcomes and encourages applications from minorities, veterans, and persons with physical and mental disabilities, and will reasonably accommodate the needs of those persons in the application and testing process. The decision on granting reasonable accommodation requests will be on a case-by-case basis.*

**Please note:** after your application is complete, you will receive an important email from us. Please check your inbox and your junk/spam folder, and if you have not received our email, please notify us at: [admin@adkexecutivesearch.com](mailto:admin@adkexecutivesearch.com)

Images used Courtesy of Visit Tampa Bay and Visit St. Pete Clearwater.