



The City of Charlotte invites applications for
Airport Business and Revenue Director

Charlotte Douglas International Airport (CLT)
Charlotte, North Carolina

Executive Search Services Provided by ADK Consulting & Executive Search



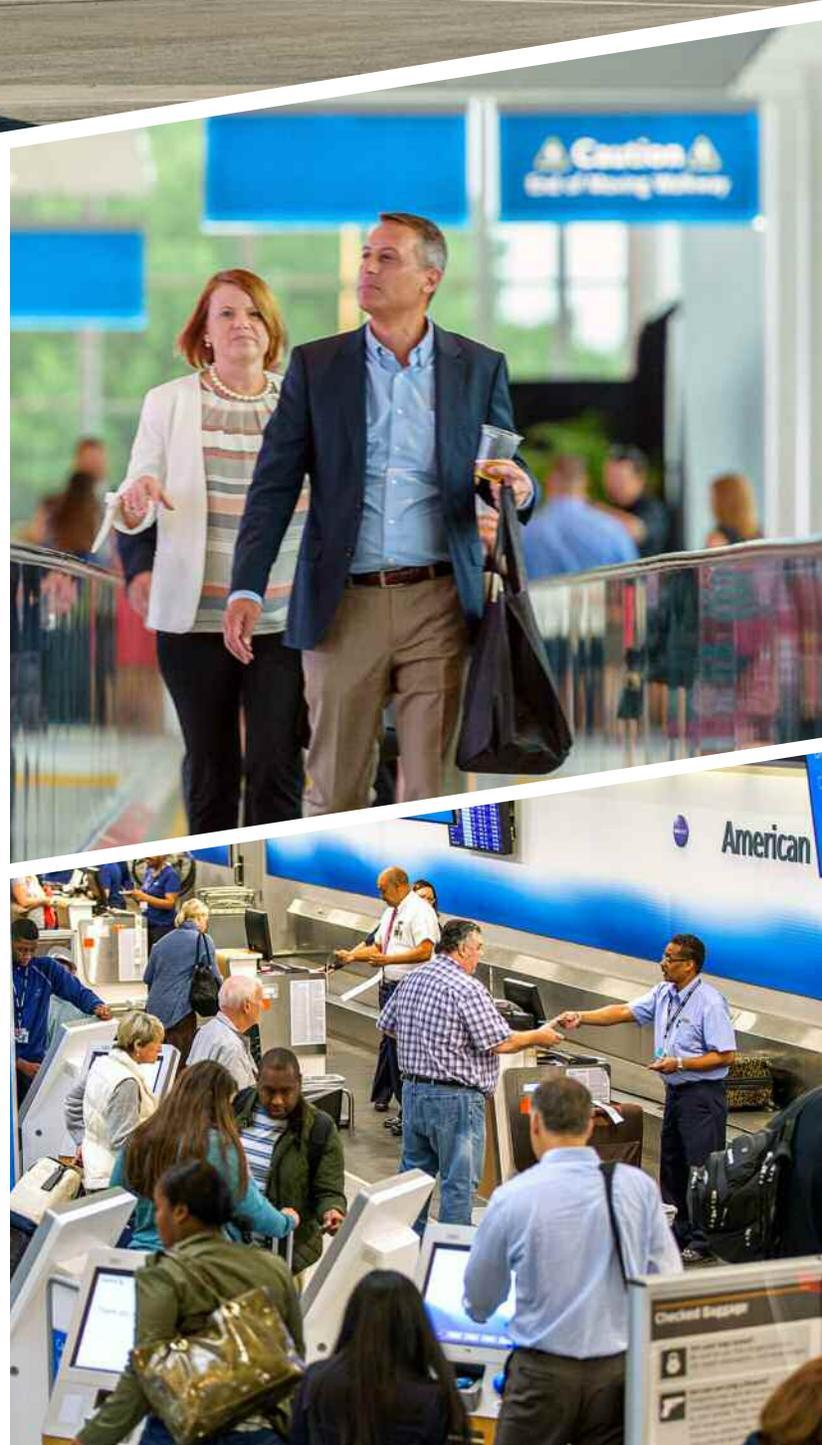
The Airport

Charlotte Douglas International Airport (CLT) is a City of Charlotte department comprised of more than 700 full- and part-time employees.

CLT serves as an enterprise fund and uses no local tax money to pay daily operating costs. Revenue generated by the airport, including parking, concessions, landing fees, rental cars, advertising, cargo, fixed-base operator, and airline rentals, pays for Airport operations.

As the 6th busiest airport in the nation and second largest hub to the world's largest airline, American Airlines, CLT served more than 50 million passengers in 2019.

CLT offers nonstop service to 187 destinations, including 36 international locations and three U.S. territories, averaging 1,500 daily arrivals and departures. Due to COVID-19, both passenger numbers and aircraft operations declined in 2020, but have steadily increased in 2021.





The Airport *(continued)*

Charlotte Douglas remains one of the fastest growing airports in the country with a keen eye toward the future. Destination CLT, a \$3.1 billion development plan, kicked off in 2015. It includes construction of the elevated roadway, terminal expansions, concourse renovations and a fourth parallel runway to meet immediate growth demand. At CLT we like to say, “We’re Building an Airport Fit for the Queen,” in a city also known as the Queen City.

Touted as an economic engine of the Carolinas, CLT contributes \$24.6 billion to the local region and generates \$6.8 billion in personal income and \$1.3 billion in state and local taxes each year.

CLT management oversees a \$187 million operating budget in fiscal year 2022. At the helm of the strategic leadership team are the aviation director/chief executive officer, chief operating officer, chief business and innovation officer, chief financial officer, lead counsel and a team of directors, senior and middle managers.

The management team at CLT follows six core strategic principles: Safety and Security, Customer Focus, Strategic Growth, Asset Preservation, Value Employees and Strong Partnerships.

Historically, CLT is well respected within the aviation industry as an exceptional value by providing a cost effective and reliable platform for its airline business partners. CLT’s net cost per enplaned passenger is among the lowest for large hub airports in the country.

CLT boasts a 1.8-million square foot terminal with 5 concourses, 114 gates and more than 100 concessions.

Charlotte Douglas is located approximately seven miles from the city’s central business district in uptown Charlotte. It occupies 6,000 acres of land located within the city and is accessible within minutes from Interstate 85, Interstate 77, and Interstate 485.



The Community

People keep coming to live in the Charlotte area.

Nearly 100 people a day, in fact. Why do they come to the Charlotte Region? They come for jobs in a healthy and growing economy with thriving healthcare, finance and professional services sectors and a thriving tech sector growing twice as fast as the national average. They come to start and grow businesses in a state with the lowest corporate tax rate and a city with an educated, talented, and innovative workforce, consistently ranked in the top three best places to start a business. They come for lower cost of living and affordable real estate in neighborhoods suitable for any lifestyle – from vibrant urban centers to suburban cul-de-sacs, to quaint small towns and rural areas. And 226 days of sunshine a year doesn't hurt either.

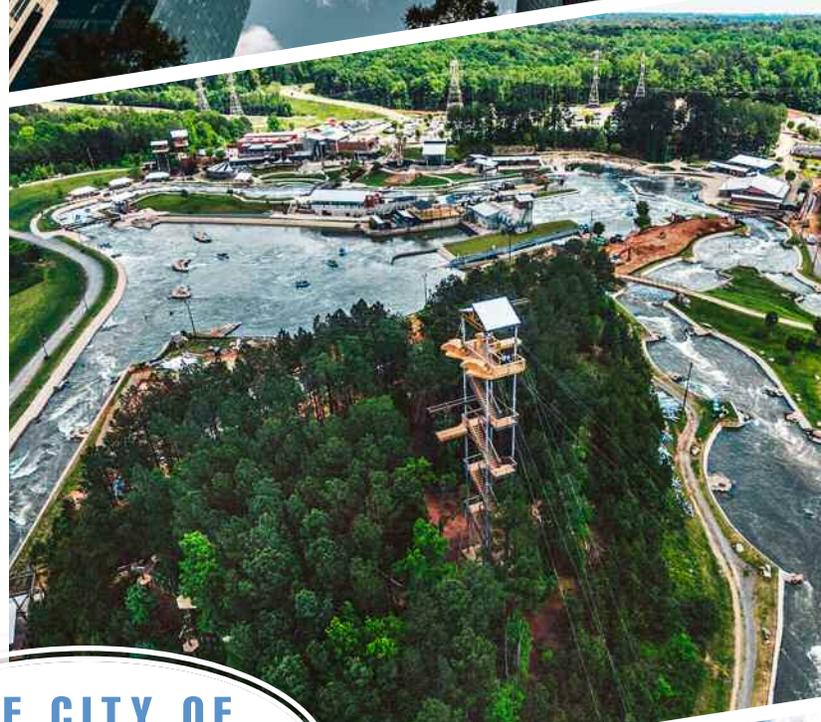
Charlotte boasts a friendly, diverse, and creative class of people who thrive on adventure, inclusiveness, and the constant curiosity to seek what's new and what's next.

What makes us a standout on this great, big map of phenomenal places? We're not just one of a kind; we're one of every kind.

From the diversity of our residents to our colorful history, which you'll find represented in every corner, Charlotte is a melting pot. We're a heaping spoonful of natural beauty and metropolitan splendor. We're a blend of inventive chefs, talented artists, fierce athletes and mission-minded gamechangers. We're equal parts funky and eclectic, traditional, and charming. We're a mix of night owls, early risers, and all-day adventurers. We're a dash of every different language and a sprinkle of the world's cultures.

Want a taste of the town? Order a plate of barbecue or a banh mi sandwich from one of the food trucks roaming the streets. Admire the rare artwork housed in our many museums. Snap a selfie with an 18th-century statue. Sip something crafty at a South End brewery. Take in a Broadway show in Uptown. Shop stylish threads in South Park. Scale Crowders Mountain. Ride the Booty Loop in Myers Park. Groove to live music in NoDa. Toast cocktails in Plaza Midwood. Get behind the wheel of a race car in Concord. Celebrate at a cultural festival in Dilworth. Whatever you do in Charlotte, we invite you to make it your own.

Charlotte was founded by European settlers in 1768, when King George III still ruled the Colonies. They named the new hamlet after the King's wife, Queen Charlotte, and gave the surrounding county the name Mecklenburg in honor of her majesty's birthplace in Germany. Today, find statues of the queen on North College Street and in front of Charlotte Douglas International Airport.



THE CITY OF
Charlotte





The Community *(continued)*

Arts & Culture: A haven for talent, Charlotte is a canvas for artistic expression. State-of-the-art performance venues set the stage for mesmerizing productions spanning Broadway to local theater. Eye-catching public art begs for photo ops. And renowned art museums showcase work by the greatest visionaries from across the globe and across time.

Outdoors: Whether your thrill comes from conquering mountains, navigating whitewater rapids, skipping waves, or trekking through nature-filled trails, Charlotte invites you to experience every kind of offering under the sun. Lace up your tennis shoes, slather on some sunscreen and get ready for unforgettable adventure.

Family Friendly: Charlotte is a city that knows how to play. Whether your kid's idea of fun is riding the rapids, rocketing around a racetrack, or standing so still butterflies land on their shoulders, Charlotte will bring out their smiles. The Discovery Place museums take "interactive" to a new level. At Discovery Place Science, kids can create music with light beams, build PVC pipe structure or take in a show in the *The Charlotte Observer* IMAX® Dome Theatre and Discovery 3D Theatre.

An innovative joint-venture between Children's Theatre of Charlotte and the Public Library of Charlotte and Mecklenburg County, *ImaginOn* features a full season of theater for kids and an award-winning children's library with free activities sprinkled throughout the whimsical building. While preschoolers play dress-up on a stage, teens create animation videos in their own studio.

Adult race fans appreciate the 40,000 square feet of exhibits celebrating the Piedmont's homegrown sport, but kids really love the interactive features at the NASCAR Hall of Fame.

Charlotte knows How to Play

Eating and Drinking: Charlotte dinners pair ambiance with exceptional flavor. Welcoming and cozy, *Mama Ricotta's* has served New Haven-style pizza and authentic Italian cuisine since 1992. And at *Kindred Restaurant* in Davidson, a James Beard-nominated chef serves incomparable homemade pastas in a restored 1920s structure. Try *Fahrenheit* for a meal with a sky-high view, or experience the city's culinary innovation at *5Church*, seated at the corner of 5th and Church streets. *Mimosa Grill*, *Aria*, *Halcyon Flavors* from the Earth, *Rooster's Wood-Fired Kitchen* and more are within walking distance in Uptown.

Source: CharlottesGotAHot.com



The Position

The Airport Business and Revenue Director is responsible for planning, directing, supervising, and reviewing the work of the Charlotte Douglas International Airport's Business & Revenue Division which consists of the Airline Affairs, Terminal Concessions, Parking and Ground Transportation and Commercial Services and Properties work groups. This position oversees the Airport's multi-million dollar aeronautical and non-aeronautical revenue portfolio that includes airline operating agreements (commercial services and cargo), terminal concession agreements, property leases and licenses, rental car concession agreements, parking revenue control and online parking reservation systems, ground transportation agreements (off-airport parking, TNCs, taxis, limos), management agreements for the FBO and valet operations and other revenue-generating agreements and contracts. Considerable independent judgment and initiative is required. Extensive public contact should be expected as building and maintaining effective working relationships with tenants, City departments, co-workers, the public, contractors, regulatory agencies, state and federal agencies is critical.

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





Required Qualifications

Master's degree plus five years of experience, or Bachelor's degree plus seven years of experience required.

Preferred Qualifications

Major coursework in an aviation-related field, business, law, finance, public administration or related field. Experience related to airport concessions management, airport contracts, development, commercial and real estate activities, and include considerable supervisory experience.

Salary & Compensation

The starting salary range for this position is \$128,015-\$200,027 DOE. An exceptional candidate may be eligible to receive a starting salary slightly above range with approvals. There is an attractive benefits package and relocation assistance.

How to Apply:

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

All candidates must also fill out the city's application at [this link](#).

Deadline for applications: Sunday, September 12, 2021

Project Manager: **Linda Frankl, AAE**
linda@adkexecutivesearch.com

***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*

