



**METROPOLITAN
WASHINGTON
AIRPORTS AUTHORITY**

**The Metropolitan Washington Airports Authority
invites applications for**

Vice President for Airline Business Development

**Reagan National Airport (DCA)
Dulles International Airport (IAD)**

Washington, DC area

Executive Search Services Provided by ADK Consulting & Executive Search

The Metropolitan Washington Airports Authority

The Metropolitan Washington Airports Authority operates a two-airport system that provides domestic and international air service for the mid-Atlantic region. The organization consists of more than 1,700 employees in a structure that includes central administration, airports management, and police and fire departments. In addition to operating Ronald Reagan Washington National and Washington Dulles International Airports, the Airports Authority is responsible for capital improvements at both airports, management of the Dulles Toll Road and the design and build of the Dulles Metrorail (Silver Line).

The Airports

Reagan National Airport

On July 27, 1997, National Airport was transformed by the official opening of the new Terminal which offers modern, efficient facilities that include direct connections to Metrorail and new parking garages via enclosed pedestrian bridges. The three-level, one million square foot terminal houses 35 aircraft gates and “National Hall”, a main street for shops and eateries on the concourse level.

The terminal provides 100 ticket counters, 12 baggage claims, three piers where airline gates are located and a passenger connector the Terminal A.

To enhance the spacious, passenger friendly environment, the terminal offers an unparalleled view of the Nation’s Capital and works of art from 30 artists are incorporated into the structure of the terminal using various designs –glass, marble, mosaic, terrazzo, murals, balustrades and sculpture.

Renowned architect Cesar Pelli designed a Washington landmark that is both functional and aesthetically pleasing. Pelli’s design included a large window overlooking airport operations and the Washington, D.C. skyline, and the building is adorned with 54 “Jeffersonian” domes that establish a connection with the architecture of the region.

Primarily serving as a "short-haul" airport, Reagan National offers nonstop service to destinations no further than a 1,250-mile perimeter from Washington, D.C. as part of the federally instituted “Perimeter Rule.” Over the years, the federal government has granted exceptions to this rule, allowing daily flights to several cities beyond the perimeter including Denver, Las Vegas, Los Angeles, Phoenix, Salt Lake City, San Francisco, Seattle, Portland, Ore., San Diego and Austin.





The Airports *(continued)*

Dulles International Airport

Washington Dulles International Airport (IAD) is located in Chantilly, Virginia, on 12,000 acres of land in the suburbs of downtown Washington, DC. The Main Terminal opened in 1962 and was designed by architect Eero Saarinen. Dulles is a major hub for domestic and international air travel with a mixture of legacy and low fare carriers that provide air service throughout the world. Flights operate from midfield concourses A, B, C and D and from Z-gates connected to the Main Terminal. The Airport has invested in its infrastructure through a major capital program, which included two parking garages, a new airport traffic control tower, expanded B-gates, a new fourth runway, an AeroTrain people mover system and an expanded International Arrivals Building. The airport is connected to the region's highway system via an Authority-operated, 16-mile Airport Access Highway dedicated to airport users. A 23-mile expansion of the region's Metrorail system that includes a station at Dulles is under construction.



Dulles has significant capacity for future growth. With minor expansion, the current facilities could accommodate 45 million annual passengers (22.5 million enplanements). With all future facilities in the master plan constructed, the airport could accommodate 70 million annual passengers (35 million enplanements) operating out of 250 airline gates. The current four-runway configuration has a capacity of up to 600,000 aircraft operations per year. With a future fifth runway constructed, the airfield capacity could increase to 1 million aircraft operations per year.

Just as it was the vision of Eero Saarinen that the Terminal of Washington Dulles International Airport could be expanded to meet future growth, so is it the mission of the Metropolitan Washington Airports Authority to ensure that the entire airport continues to meet the growing aviation needs of the region.

In the summer of 2000, the Airports Authority launched the Dulles Development Program (D2) taking Dulles closer to its full potential. The Program included building two new parking garages, a fourth runway, a new concourse, a new Air Traffic Control Tower, pedestrian walkways, the AeroTrain System and an expansion of the International Arrivals Building.

This program will continue to develop Dulles as was envisioned in the Master Plan. At full build-out, Dulles will handle 55 million passengers a year (150,000 a day) and become one of the world's major airports. The story of Dulles continues to unfold as it meets the passenger and cargo needs of the 21st century.



The DC Area Community

There's a reason locals say they live in "DC" and not "Washington." That's because "the latest news from Washington" starts and ends with the federal government, not the city locals and visitors have come to love. DC is where you can access the world's best museums – many that are free to visit. DC is where you go to explore neighborhoods with homegrown businesses and diverse communities. DC is where you and your friends can make lasting memories from events, shows and moments you'll find no place else.

History

Since George Washington selected this "District" for his democracy, it's become an archive to our nation. This is the only city where you can see the United States' founding documents, the flag that inspired an anthem and memorials to the iconic Americans who've shaped our history. And when you go beyond the National Mall, you'll encounter more awe-inspiring stories, too, like one of the nation's oldest neighborhoods, U Street's past as "Black Broadway" and much more.

Seeing the Washington Monument rise majestically to the sky, surrounded by the stately U.S. Capitol Building at one end and the dignified Lincoln Memorial at the other, it's hard not to think of America's history. Explore the swath of land nicknamed "America's front yard" and you'll find inspiring monuments and memorials, museums and family fun.

The monuments and memorials in this park honor American forefathers and heroes who paid the ultimate sacrifice in service to this country. From the "I Have a Dream" speech to the AIDS Quilt, the Mall is the national stage where movements and celebrations take place, where people gather to have their voices heard.



Washington DC HISTORY EVERYWHERE





The Community *(continued)*

Culture

Whether you become inspired by free museums or culturally diverse neighborhoods with bustling shops and cafes, this city has it all. Catch a musical before it hits Broadway. Go where DC creators hatch their best ideas. Subscribe to a podcast that's recorded live from your hotel. The District oozes with local flavor and one-of-a-kind experiences. Bottle it up on your trip when you tour colorful street murals, chat with artists at Eastern Market or accept a standing invite to the Meridian Hill drum circle.

Eating & Drinking

In Washington, DC, you'll experience a dining scene as colorful and eclectic as America itself. There's no denying that the District is a culinary destination, as the city receives the Michelin Guide treatment annually. The city also features a collection of innovative mixologists, which means having a drink at a bar can be just as much of an adventure as enjoying a meal. From crave-worthy dishes served by celebrity chefs to delicious drinks to chili-smothered half-smokes served at a diner, DC's local flavor has one thing in common: it's all delicious.

Sports

The nation's capital is a sports hub, a first-class city for hosting large and small sporting events for any skill level. The city's many venues, including Capital One Arena, The Fields at RFK, the Entertainment and Sports Arena and the Walter E. Washington Convention Center, provide numerous options for planners. Outdoor recreation is also plentiful in the city, as the District features the 1,754-acre Rock Creek Park and the national playground that is the National Mall. Marquee events like the Rock 'n' Roll Marathon, the Marine Corps Marathon and the DC Bike Ride have used the city's monuments as a scenic backdrop to unforgettable competitions.

DC also hosts a team in every major American sport, as well as top-flight college programs.

The Position

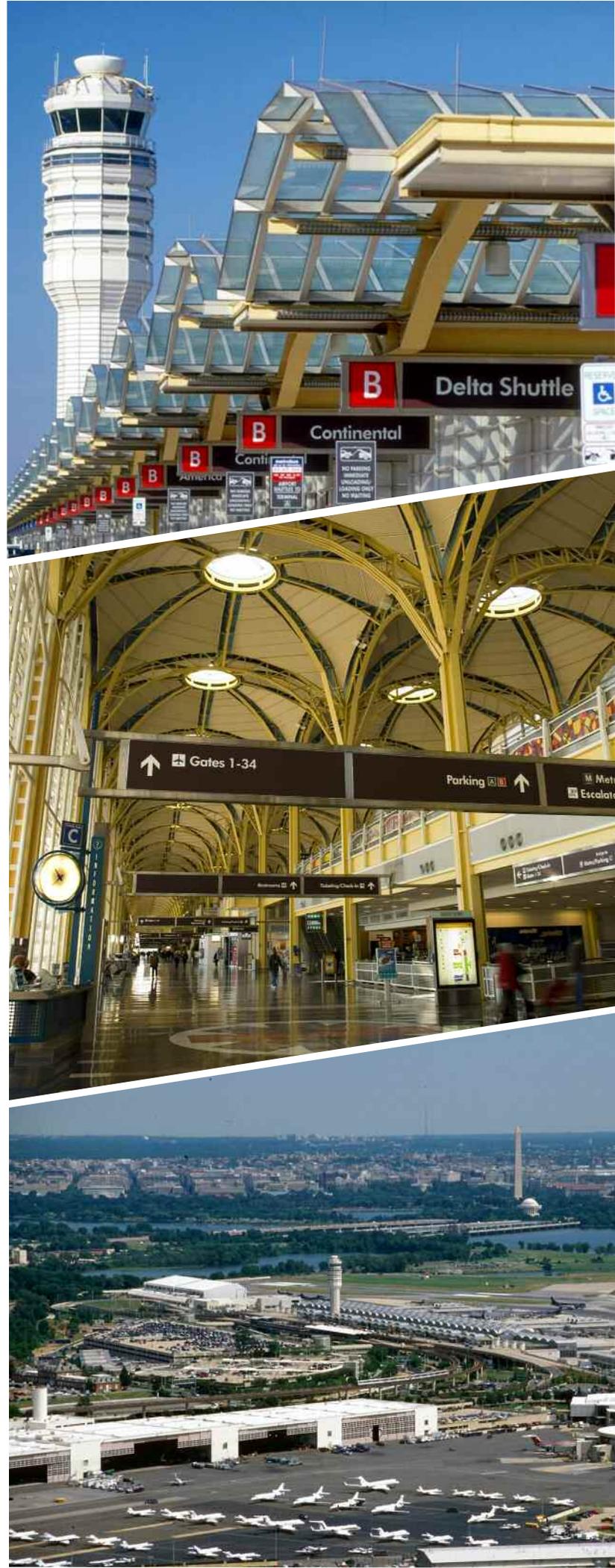
Working under the administrative supervision of the Executive Vice President and Chief Revenue Officer (CRO), the **Vice President for Airline Business Development** will develop new and innovative ways to grow and market Washington Dulles International Airport (IAD) and Ronald Reagan Washington National Airport (DCA). This is an executive position that serves in the Office of Airline Business Development in the Office of Revenue at Washington Dulles International Airport.

Directly, through Airline Business Development subordinate staff, and in collaboration with other executives and key staff, formulates and executes strategies and actions to grow the Airports Authority's passenger and cargo air services.

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

Position Qualifications

- A Bachelor's Degree in Marketing, Business Administration, Tourism or a related field
- Ten years of progressively responsible experience in airport and/or airline administration that includes substantive work in airline business development, airport operations and management, working with economic development and tourism representatives, and developing and executing multi-year development plans.
- Experience as a second or higher-level supervisor of business development professionals.
- Preferred qualifications include international airline business development and experience securing agreements with airlines, cargo carriers, and other organizations.





Salary & Compensation

The salary range for this position is \$160,966 - \$262,698 and is accompanied by an attractive benefits package.

How to Apply:

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

**Deadline for complete applications:
Sunday, September 26, 2021**

Project Manager: **Kenneth Gwyn, AAE**
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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)

Washington DC photos courtesy of washington.org

