

As the Vice President for Airline Business Development, you will develop new and innovative ways to grow and market Washington Dulles International Airport (IAD) and Ronald Reagan Washington National Airport (DCA).

Vice President for Airline Business Development

This is an executive position.

Works under the administrative supervision of the Executive Vice President and Chief Revenue Officer (CRO).

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. Performs related functions.

GENERAL RESPONSIBILITIES

Develops and executes comprehensive Air Service Development Plans.

Advises executives and managers on a wide variety of aviation issues and creative approaches to activities with long-range benefits to grow revenue for the Airports Authority, its customers, and airlines.

Supports other Airports Authority Offices in the development of policies, positions, and plans regarding passenger, cargo, and industry issues.

Identifies and evaluates target air service markets for international and domestic opportunities. Develops short- and long-term growth strategies to increase passenger and air cargo revenue, including the Airlines Incentive Program and public-private partnerships.

Conducts outreach activities designed to influence and educate target audiences about the positive economic impacts of air service to the region and in particular to IAD and DCA.

Conducts baseline research and analytics, develops projections, and executes strategic actions in airline, air cargo, and aviation areas, including analysis of demographic and travel trends focusing on short-, mid- and long-range opportunities to enhance IAD's and DCA's competitive positions in and access to the global aviation system.

Develops strategy for international passenger opportunities. Promotes and advocates the Washington market, IAD, and DCA with foreign carriers and countries.

Represents the Airports Authority's interests during bilateral agreement proceedings, aviation negotiation hearings, and route proceedings.

Works with domestic carriers to promote Washington market air travel and the use of IAD and DCA to increase and create new opportunities. Conducts formal presentations to promote both Airports, advocating for carriers with the Department of Transportation and Federal Aviation Administration to transfer slot ownership.

Participates in industry conferences, meetings, shows and exhibits as an attendee, exhibitor, or presenter to promote IAD, DCA, and the Washington area as a destination.

Pursues opportunities to develop and increase cargo opportunities with airlines, freight forwarders, and other interested parties world-wide.

Accountable for the strategic plans and tactics that will drive performance with his or her staff.

Accountable for developing personnel and leading succession planning efforts across the Airline Business Development organization.

Performs other duties as assigned or as determined on own initiative.

QUALIFICATIONS

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.

Knowledge of supervisory principles and ability to manage the operations and programs of the unit/team.

Knowledge of laws, regulations, and practices; proposed legislation; current aviation negotiations; bilateral agreements; and related legal issues concerning international and domestic aviation and ability to apply to business development for airports.

Knowledge of marketing methods, economic concepts, and financial analysis methods for airport and airline industry operations and the ability to apply it to identify and develop international and domestic air service passenger and cargo opportunities.

Ability to perform detailed analyses of data and information and make recommendations.

Ability to speak and write effectively, with emphasis on negotiation and persuasive techniques.

Skill in using a computer and office suite software.

PREFERRED QUALIFICATIONS

International airline business development.

Experience securing agreements with airlines, cargo carriers, and other organizations.

EDUCATION

A Bachelor's Degree in Marketing, Business Administration, Tourism or a related field.

CERTIFICATIONS AND LICENSES REQUIRED

A state driver's license in good standing.

NECESSARY SPECIAL FACTORS

Work is typically reviewed in progress and upon completion for quantity, quality, timeliness, teamwork, customer service, and other factors.

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