



The Gerald R. Ford International Airport Authority
invites applications for
Director of Commercial Development

Gerald R. Ford International Airport (GRR)
Grand Rapids, MI

EXECUTIVE SEARCH SERVICES PROVIDED BY ADK CONSULTING & EXECUTIVE SEARCH

The Airport

The Gerald R. Ford International Airport (GRR) is a commercial airport serving the Grand Rapids, Michigan and surrounding West Michigan communities. It is the second busiest airport in Michigan behind Detroit International Airport. The airport is managed and operated by the Gerald R. Ford International Airport Authority, an independent authority.

Founded 90 years ago, GRR now employs over 100 people and contributes over \$3 billion annually in economic activity to the West Michigan region and connects more than three million passengers a year to destinations worldwide. The airport was opened as the Kent County Airport, later became Kent County International Airport, and in December 1999 was renamed for Gerald R. Ford, the 40th Vice President and the 38th President of the United States. Ford was a representative of the Grand Rapids area in the United States House of Representatives from 1949 to 1973. GRR has 3,200 acres of land (900 developable).

The Gerald R. Ford International Airport offers nonstop service to over 30 major market destinations with more than 140 daily nonstop flights provided by Allegiant, American Airlines, Delta Airlines, Frontier Airlines, Southwest Airlines and United Airlines. Along with cargo and general aviation facilities, the airport has a two-level passenger terminal with two concourses. In September of 2017, the airport opened phase one of their Gateway Transformation, a 59,000 square foot addition to the passenger terminal facility that includes a consolidated passenger security screening checkpoint, a new Marketplace with expanded retail and food & beverage offerings, new business centers and lounges.

In June, GRR broke ground on a new \$7.7 million operations center that will streamline and improve efficiencies for day-to-day management. The new facility will consolidate key teams such as operations and communications, including dispatch, as well as the new emergency operations center, or EOC. The EOC is activated during an emergency at the Ford Airport and can also support public safety agencies throughout Kent County.

Fixed Base Operator (FBO) services and facilities are provided by Signature Flight Support and Avflight. FedEx and United Parcel Service (UPS) are also located at GRR.





The Airport *(continued)*

GRR was voted one of the “Best Companies to Work for in 2021” in Western Michigan. This competition identifies and honors organizations that display a commitment to excellence in their human resource practices and employee enrichment. Organizations are assessed based on categories such as communication, work-life balance, employee education, diversity, recognition, retention and more. Additionally, GRR has been named Airport of the Year in the air carrier category by the Michigan Department of Transportation Office of Aeronautics.

GFIAA Vision and Values

Passion: Create an Exceptional Experience

Our Niche: Travel Made Easy

Core Values:

- S**afety
- O**ur Customers
- A**ccountability
- R**espect
- I**ntegrity
- N**ew Ideas
- G**rowth



The Grand Rapids Community

From world-class attractions and outdoor recreation to nationally ranked food and craft beverage scenes, Grand Rapids offers visitors and residents an experience like no other. Explore trend-setting beer, art and music cultures, and learn why Grand Rapids is a favorite family-fun destination. Plus, Grand Rapids is easy to get to, easy to get around in, and easy to afford. Expedia calls Grand Rapids one of America's Super Cool Cities, and Places Rated Almanac ranked Grand Rapids as the #3 city in the nation for fun and recreation.

You can see and do more in Grand Rapids in one day than you can in one week in other cities. There's an endless array of things to do in Grand Rapids - and everything is close and convenient!

World-class Golf, Beaches and Recreation

With hundreds of miles of Lake Michigan coastline and countless inland lakes, the water is always calling. For land lovers, golf, skiing, and nature trails are rarely more accessible than they are here.

World-renowned Art, Museums and History

From Presidential letters to artwork by legendary masters, you can whet your cultural appetite at places like the Gerald R. Ford Presidential library, Frederik Meijer Gardens & Sculpture Park, the GRAM, and more.

Top 20 Best Food Cities

Whether you're looking for pub grub or fine dining, West Michigan fare has you covered. You'll find world-renowned chefs, international flavors, and eclectic environments. Grand Rapids was recently named one of America's Top 20 Foodie Cities – and the #1 most affordable – and there are hundreds of delectable dining options for every budget.

Beer City, USA

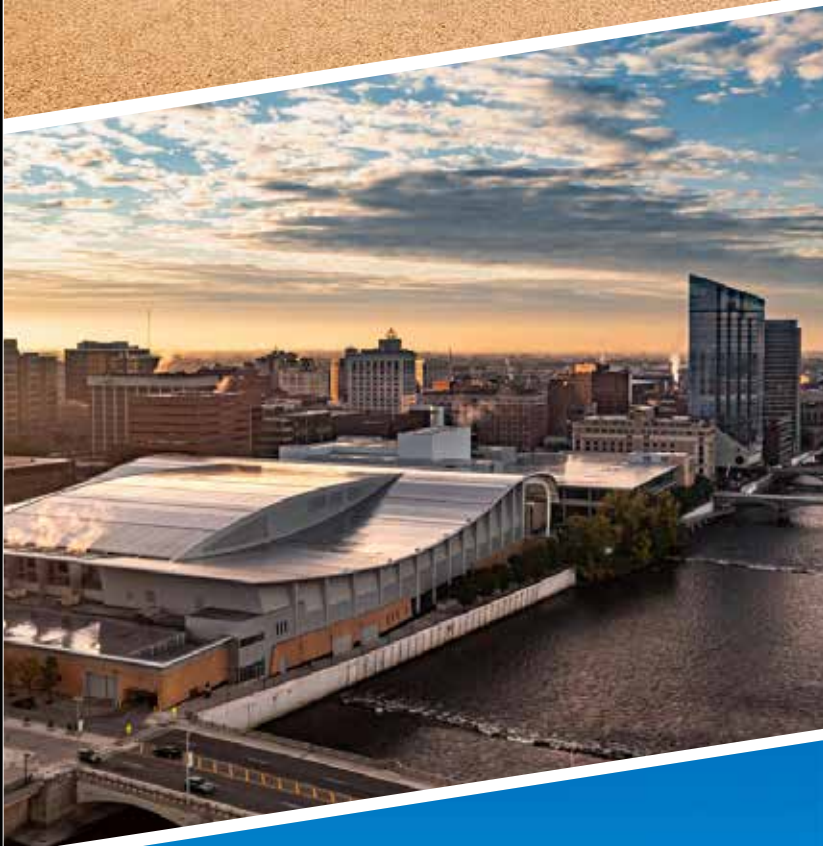
Voted Beer City USA in national polls and named Best Beer Town and Best Beer Scene by USA TODAY readers, Grand Rapids is the perfect place to find your favorite brew. The Beer City Ale Trail boasts 80+ breweries – that's more incredible craft beer per square mile than just about anywhere else on earth.

Best Minor League Sport Market in the Country

Some might say Grand Rapids is just the right size. West Michigan fans come out in droves to support the minor league affiliates of the Red Wings, Tigers, and Pistons. Grand Rapids is home to some of the best collegiate sports fans supporting rival teams at Michigan State University and University of Michigan.

For more information about Grand Rapids, take a look at [this video](#).





The Position

Under the broad supervision of the Chief Operating Officer, the Director of Commercial Development provides leadership and strategic direction through the management of the Commercial Development Department; including business development, real estate development, aero and non-aeronautical revenue generation, contract and lease management, develops and implements campaigns and strategies to improve passenger, community, and tenant relations and other business-related matters for the Gerald R. Ford International Airport Authority (GFIA) and Gerald R. Ford International Airport (GRR) (collectively, the Authority).

The Commercial Development Director position is an opportunity to join one of the fastest growing and well-respected airports in the country. As a member of the team, this role will have a front-row seat to help propel the Airport forward.

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

Position Preferences

The ideal candidate is a self-motivated, team player who is adaptable and has a passion for GRR and the aviation industry.

Bachelor's degree from an accredited institution in Aviation Management, Business Administration, Marketing, Communications, Finance, Political Science, Public Administration, or other relevant field combined with seven (7) years of progressively responsible experience, including five (5) years of management experience including budget and fiscal oversight, evaluation of business processes, policy and decision making, and planning and organizing multiple programs, projects, operations or functions; or an equivalent combination of education, training and experience.



Salary and Compensation

The starting salary for this position is \$110,000 and is accompanied by a generous compensation and benefits package. An exceptional candidate may be eligible to receive a starting salary slightly higher with approvals. Relocation assistance is available. Benefits include medical, dental, vision, defined contribution retirement, life insurance, short- and long-term disability, vacation, pay for performance and much more

How to Apply

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

Deadline for applications: January 30, 2022

Contact for this search is **Linda Frankl, A.A.E.**,
linda@adkexecutivesearch.com

ADK will review and process applications as they are received, and we highly encourage you to apply as soon as possible.

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

