



The Raleigh-Durham Airport Authority invites applications for
Vice President, Commercial Management

Raleigh-Durham International Airport (RDU)
Raleigh-Durham, North Carolina

EXECUTIVE SEARCH SERVICES PROVIDED BY ADK CONSULTING & EXECUTIVE SEARCH

The Airport

The Raleigh-Durham International Airport (RDU)

is governed by the Raleigh-Durham Airport Authority (Airport Authority), a governmental body responsible for the development, operation and maintenance of the airport. The General Assembly of North Carolina chartered the Raleigh-Durham Aeronautical Authority in 1939, which would be changed in 1945 to the Raleigh-Durham Airport Authority. The cities of Durham and Raleigh and the counties of Durham and Wake appoint two members each to the Airport Authority Board of Directors.

RDU is a very busy commercial service airport served by 13 airlines and their regional partners offering service from RDU to more than 45 destinations. Notably, J.D. Power recently named the bustling RDU [#3 Top Large Airport for Customer Satisfaction](#).

The airlines include Air Canada, Alaska Airlines, Allegiant, American, Delta, Frontier, JetBlue, Southwest, Spirit, Iceland Air, Avelo, Sun Country and United. Major cargo carriers at RDU include Federal Express, UPS, and DHL.

For calendar year 2019, the airport welcomed 14.2 million passengers (a new annual record) and processed over 228.5 million tons of air cargo in 2021. It is one of two primary airports located in the State of North Carolina and is recognized by the FAA as a medium hub airport.

RDU is home to two primary passenger terminals - Terminals 1 and 2. Terminal 2 is a 900,000-square-foot, state-of-the-art, common-use passenger terminal occupied by 11 commercial airlines. The terminals are also home to over 40 retail shops and restaurants. The Airport Authority offers more than 11,000 parking spaces within walking distance of the Terminals and has two remote parking lots.

General Aviation facilities at RDU include the 22,000-square-foot General Aviation (GA) Terminal, which is owned by the Airport Authority and leased for management by TAC Air. The facility houses two Fixed-Base Operators: Signature Aviation and TAC Air. The current complex offers 30 acres of aircraft parking space for a variety of aircraft sizes and much more. The Authority also has plans to develop a new 48-acre corporate general aviation and hangar campus.

The airport serves a large economic area and is estimated to have over a \$12.5 billion economic impact on the 12-county Research Triangle Region. The airport's total impact on regional employment involves more than 86,000 jobs and helps generate more than \$450 million in taxes.





The Community

Looking for a wonderful place to live or raise a family? You'll love the eclectic feel of the Raleigh-Durham area. It is no wonder that this area appears on so many "best places" lists...from best places to live to best places to work or play.

Raleigh, Durham and Chapel Hill make up the three primary cities of the Research Triangle metropolitan region. The regional nickname of "The Triangle" originated after the 1959 creation of the Research Triangle Park, primarily located in Durham County, four miles from Downtown Durham and close to RDU. It is encompassed on three sides by the city of Durham and roughly midway between the cities of Raleigh and Chapel Hill and three major universities including NC State University, Duke University, and UNC-Chapel Hill.

The Research Triangle region encompasses the U.S. Census Bureau's Combined Statistical Area (CSA) of Raleigh-Durham-Cary. As of 2020, the estimated population of the Raleigh-Durham-Cary CSA was 2,106,463, while the Raleigh-Cary Metropolitan Statistical Area (MSA) was estimated at 1,335,079, making it the nation's fastest growing metropolitan area in the United States.

Anchored by leading technology firms, pharmaceutical, financial services, government, world-class universities and medical centers, the area's economy has performed exceptionally well. Additionally, Google and Apple announced in spring 2021 that they would be launching hubs in The Triangle. Significant increases in population, employment, earnings, personal income and retail sales are projected over the next 15 years.

There is an abundance of places to go and things to see in these cities and their surrounding communities... from their many museums and galleries to "high-octane" sports events and amazing outdoor recreation. The region is also an oasis for foodies and culture. There are countless restaurants and microbreweries, night clubs, gardens, historic sites, museums, beautiful neighborhoods and rolling farms.





Raleigh - the second largest city in North Carolina, leads the state in population growth with an estimated 2019 population of 464,485.

Visitraleigh.com says: “It’s more than a trip to a blossoming Southern metropolis—you’ll feel enriched and energized the instant you’re warmly welcomed by its smart, savvy locals. A top-tier center for technology, education and life science institutions, its artists create a bevy of cultural and culinary touchstones; and its storytellers proudly carry on the collective heritage of a rich capital city.”

Raleigh is home to several professional arts organizations, including the North Carolina Symphony, the Opera Company of North Carolina, Burning Coal Theatre Company, the North Carolina Theatre, Broadway Series South and the Carolina Ballet. The numerous local colleges and universities significantly add to the performing arts options.

Raleigh is also home to the NHL team Carolina Hurricanes. Their venue is the PNC Arena, which also serves as NC State’s home basketball venue. The Arena also attracts big name concerts and events. The area boasts great schools and is rich in youth recreation and sports.





Durham – Known for its edgy authentic vibe, Durham was named “North Carolina’s Hippest City” according to Vogue Magazine. It is home to a rich and diverse population and thriving cultural and entrepreneurial scene. The latest figures show Durham with a population of over 269,702 making it the fourth largest city in North Carolina, welcoming millions of visitors each year. Durham is the proud home of the Research Triangle Park, Duke and North Carolina Central universities. It is consistently ranked among the best places in the nation to live and work. It boasts highly rated museums, restaurants, ballparks, historic sites, healthcare facilities, sports events, and universities.

Events include jazz festivals, blues festivals, symphony concerts, art exhibitions, and a multitude of cultural expositions, including the American Dance Festival and the Full Frame Documentary Film Festival.

A center of Durham’s culture is the Durham Performing Arts Center, which shows live performances and is ranked in the top 12 in the world by PollStar.com. Durham is also home to the Durham Bulls, a premier Triple-A minor league baseball team located in the heart of the American Tobacco Campus.

Locals enjoy the optimal location in North Carolina as the Triangle is ideally located with just a two-hour drive for a day at the beach or a hike in the mountains. Raleigh-Durham offers both the amenities and experiences of a big city as well as being in close proximity to a relaxing weekend in nature.

Raleigh-Durham Area College Sports

The University of North Carolina at Chapel Hill Tar Heels, North Carolina State University Wolfpack in Raleigh, and the Duke University Blue Devils in Durham are all members of the ACC. Rivalries among these schools are very strong, fueled by proximity to each other, with annual competitions in every sport. Adding to the rivalries is the large number of graduates that high schools in the region send to each of the local universities. All three teams consistently produce high-caliber teams. Each of the Triangle-based universities listed have won at least two NCAA Basketball National Championships.



Awards & Recognition

- Named #2 in The 10 Best Big Cities to Live in Right Now – [Money Magazine](#)
- Ranked #7 Most Educated Cities - [Wallethub](#)
- Ranks #3 on latest Forbes List for Businesses and Careers - [Forbes](#)
- Takes the Top Spot on a List of the 100 “Best Cities to Drive in” - [WalletHub](#)
- Named #2 in a List of Top 20 State Capitals for Safety - [WalletHub](#)
- Raleigh is 1 of 10 Cities Primed for Economic Growth & Opportunity in 2018 - [CardRates.com](#)
- Listed in the 10 Coolest Places to Eat in 2018 - [Forbes](#)
- Ranked #7 Top Places Where Millennials are Moving - [SmartAsset](#)
- Named #3 Housing Market in the Nation - [Zillow](#)
- #5 in Growth & Prosperity - [Brookings](#)
- Named #4 in Global Quality of Life Index - [Numbeo](#)





Position Summary

The Vice President of Commercial Management is a highly visible, integral member of RDU's management team, responsible for developing, driving and implementing strategies and initiatives designed to increase non-aeronautical revenue as well as enhance the guest experience. The Vice President acts as lead in growing all airport revenue including concessions, rental car activities, parking, commercial properties and real estate development, as well as fixed-base operators (FBOs) and cargo handlers. He or she provides coaching, leadership and guidance to a professional commercial management team engaged in revenue generating activities, including identification of revenue development opportunities, as outlined in the Airport's strategic plan. The Vice President regularly interfaces and works with members of the Airport Authority's Board, as well as airline and concession executives and managers, other Authority staff and Airport tenants in order to execute plans and reach revenue goals and objectives.

The Ideal Candidate

The Vice President of Commercial Management plays an integral role in RDU's financial success. The successful candidate must have a solid record of accomplishments as evidenced by career movement. He or she will be able to create and lead diverse teams of professionals to meet common goals and objectives. The Ideal Candidate must have strong analytical and communication skills, along with project management and problem-solving skills. The Vice President must be able to direct a project from conception to completion, therefore he or she must be able to guide and manage professional employees through strong leadership strategies in order to create high performance teams. Bachelor's degree in one of the following: airport management, business/business administration, economics, finance, public administration or related field.





Salary and Compensation

The successful candidate will be offered a very competitive salary with an outstanding benefits package. The current range is \$190,230 - \$204,932. The starting salary extended to the top candidate will reflect the candidate's work experience and track record of career success.

How to Apply

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

Deadline for applications: May 22, 2022

Contact for this search is:

Blake Astran, J.D.

blake@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.

