



**Paradies Lagardère**  
TRAVEL RETAIL

The Paradies Lagardère invites applications for  
**Vice President, Business Development**

Atlanta Office - Corporate Headquarters  
Atlanta, GA

*EXECUTIVE SEARCH SERVICES PROVIDED BY ADK CONSULTING & EXECUTIVE SEARCH*

# The Company

**Paradies Lagardère** operates more than 850 stores and restaurants in 98 airports. With expertise in international, national and local brands, they work with their airport, brand and supplier partners to create memorable and positive shopping experiences for today's travelers.

As the travel retail and restaurateur leader in North America, Paradies Lagardère provides exceptional customer service, superior design, and award-winning store and restaurant operations and management.

Paradies Lagardère leverages years of knowledge and best practices in the travel retail industry to build upon their reputation for unmatched standards and industry-leading quality in store/restaurant design, construction, operations and customer service. They help their airport partners create dynamic and exciting retail and dining destinations.

Paradies Lagardère's highly-engaged teams focus on delivering excellence in travel retail and dining. They take care of their people through dedicated management, extensive training and unrivaled recognition programs.

- Four-time Gallup Great Workplace Award winner
- 2021 – Best Airport Retailer for 25 consecutive years (Airport Experience News)
- 2021 - Travel Retail Superstars Winner (The Moodie Davitt Report)
- Best Specialty Brand Operator for 4 consecutive years (Airport Experience News)
- Best New Customer Service Concept - 1st place (Airports Council International)
- Concessionaire with Highest Regard for Customer Service Award for 20 years (Airport Experience News)
- Best Airport Shop for Local Merchandise (USA Today 10Best)

Paradies Lagardère specializes in three key airport concessions areas. Within Travel Essentials and Specialty Retail, they offer a diverse mix of categories including fashion, luxury, electronics, convenience, sports, luggage, jewelry and souvenirs. They also deliver casual and quick serve restaurants, and quality bars, including local, national and international brands that provide travelers delicious dining options.





## Company Culture

Paradies Lagardère was founded on strong core values and a committed work ethic. They place tremendous emphasis on nurturing relationships and loyalty not only among associates, but also with their business partners and the communities they serve.

## Professional Possibilities

From their corporate offices to the sales floor, their diverse, fast-paced, and results-focused teams create environments that strive to provide first-class customer experiences. Paradies Lagardère strives to give back to their associates through a fun atmosphere, being part of a “team first” work environment, challenging career opportunities, training and development and recognition for their commitment.

### **A Corporate Career with Paradies Lagardère offers:**

- Exposure to business practices in the U.S., Canada and the Caribbean
- Professional growth and advancement opportunities
- Access to quality training and development programs
- Social engagement including committees and charitable initiatives



# The Atlanta Community

**Atlanta, Georgia** is a world-class modern city rich in culture, arts, entertainment and sports. The city has an impressive legacy of leadership and courageous firsts, from Martin Luther King, Jr., to former President Jimmy Carter.

The metro Atlanta region comprises 28 counties in North Georgia, making it the ninth largest metropolitan statistical area in the United States. According to the U.S. Census, the region has a total population of more than 5.3 million residents.

Metro Atlanta offers an exceptionally high quality of life at a comparatively low cost. Lower cost of living in Atlanta for major expenses like housing, clothing, food and gasoline help keep the region's cost of living below the U.S. average - and well below those of most major metropolitan areas.

Atlanta is also headquarters for many Fortune 500 companies, including Delta Air Lines, Coca Cola, United Parcel Service, Home Depot, and AFLAC. Also calling Atlanta home is CNN, the Cable News Network.

Additionally, the Hartsfield-Jackson Atlanta International Airport, the world's biggest airport, is located in Atlanta offering direct flights to hundreds of cities, making air travel faster and more efficient for the city's residents.

At the heart of the region is the city of Atlanta – Georgia's capital and the state's largest city. Located at the foothills of the southern Appalachians, the landscape of Atlanta is predominantly characterized by rolling hills and broad, smooth uplands. The Chattahoochee River is one of the most prominent natural features of Atlanta. It forms the northwestern boundary of the city, flowing through a valley, which ranges from 150 to 400 feet in depth and from two to five miles in width from rim to rim. On the eastern side of the metro area, Stone Mountain rises high above the tallest pines. At 825 feet tall, it is the world's largest free-standing piece of exposed granite.

Despite having a mild Atlanta climate, the city does experience all four seasons. The average annual temperature is 61 degrees. July is the hottest month, averaging 89 degrees and January is the coldest, with the average low at 33 degrees.

**Recreation** – Atlanta proudly boasts several recreational areas and opportunities for individuals and families. These create an environment that encourages spending quality time together and strengthening relationships.

Home of the 1996 Centennial Olympic Games and the world's largest Olympic Ring fountain, **Centennial Olympic Park** provides year-round entertainment, including concerts, festivals and family activities.





## The Position

The incumbent will report to and work closely with the Executive Vice President/Chief Development Officer and will be required to travel frequently to our Atlanta Support Center. Relocation is available.

**The ideal candidate for the Vice President, Business Development position will be someone who:**

- has a proven track record of achieving results through a competitive tender process;
- has created strong relationships within airports throughout the country;
- enjoys travel to further nurture relationships and better develop compelling proposals;
- is a strategic thinker and is comfortable developing financial projections;
- is highly organized and possesses excellent communication skills, both verbal and written;
- orchestrates teams and works collaboratively within Business Development and other functions;
- has strong leadership ability including the capacity to articulate and coordinate the team's development of successful proposals;
- has the capacity to grow within the organization.

## Salary & Compensation

This position offers a competitive salary range with an attractive benefit package.

## How to Apply

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

**Deadline for applications: Open Until Filled**

Contact for this search is:

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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).