

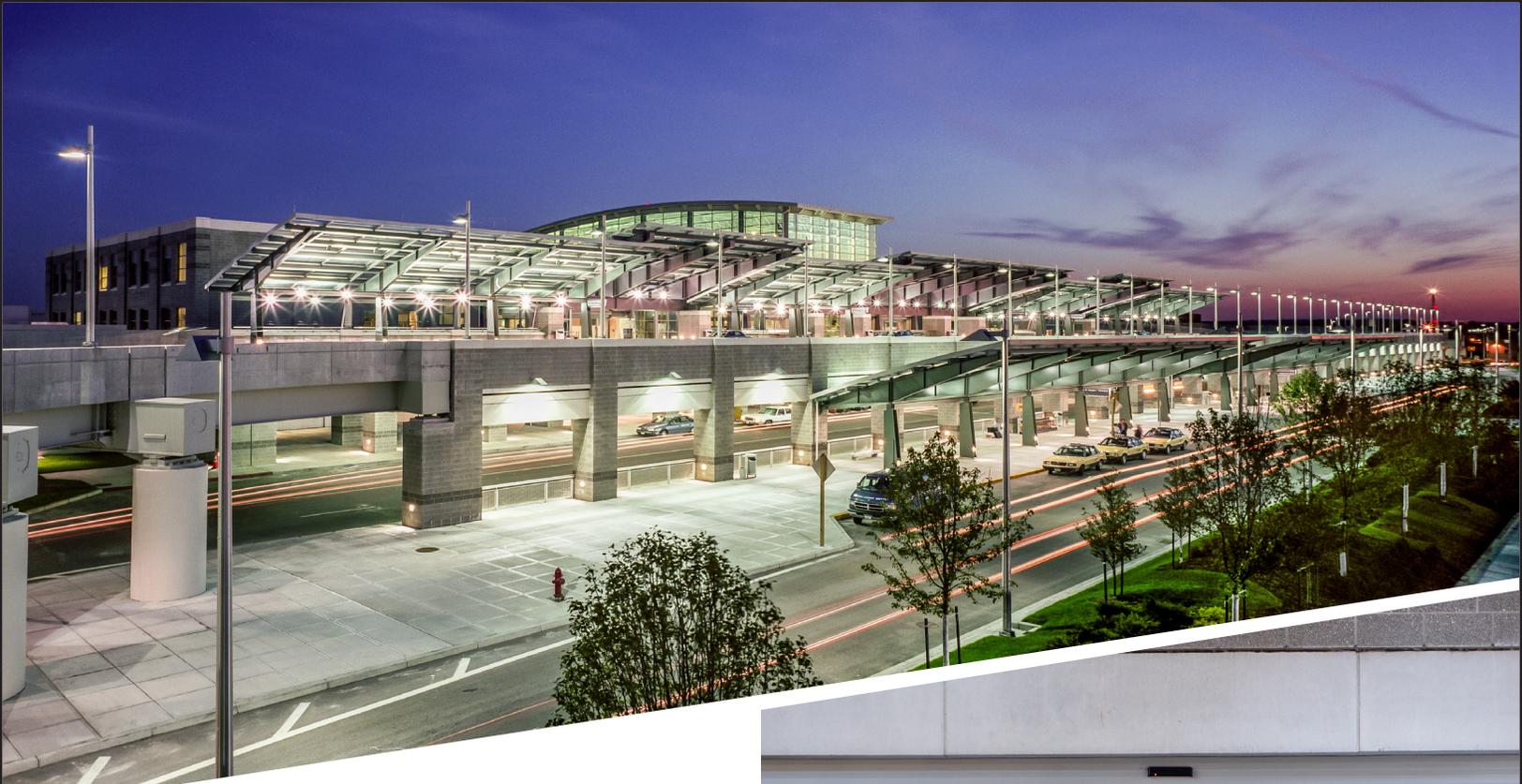


Rhode Island
Airport Corporation

The Rhode Island Airport Corporation invites applications for
Vice President, Properties and Business Development

Rhode Island T.F. Green International Airport (PVD)
Warwick, RI

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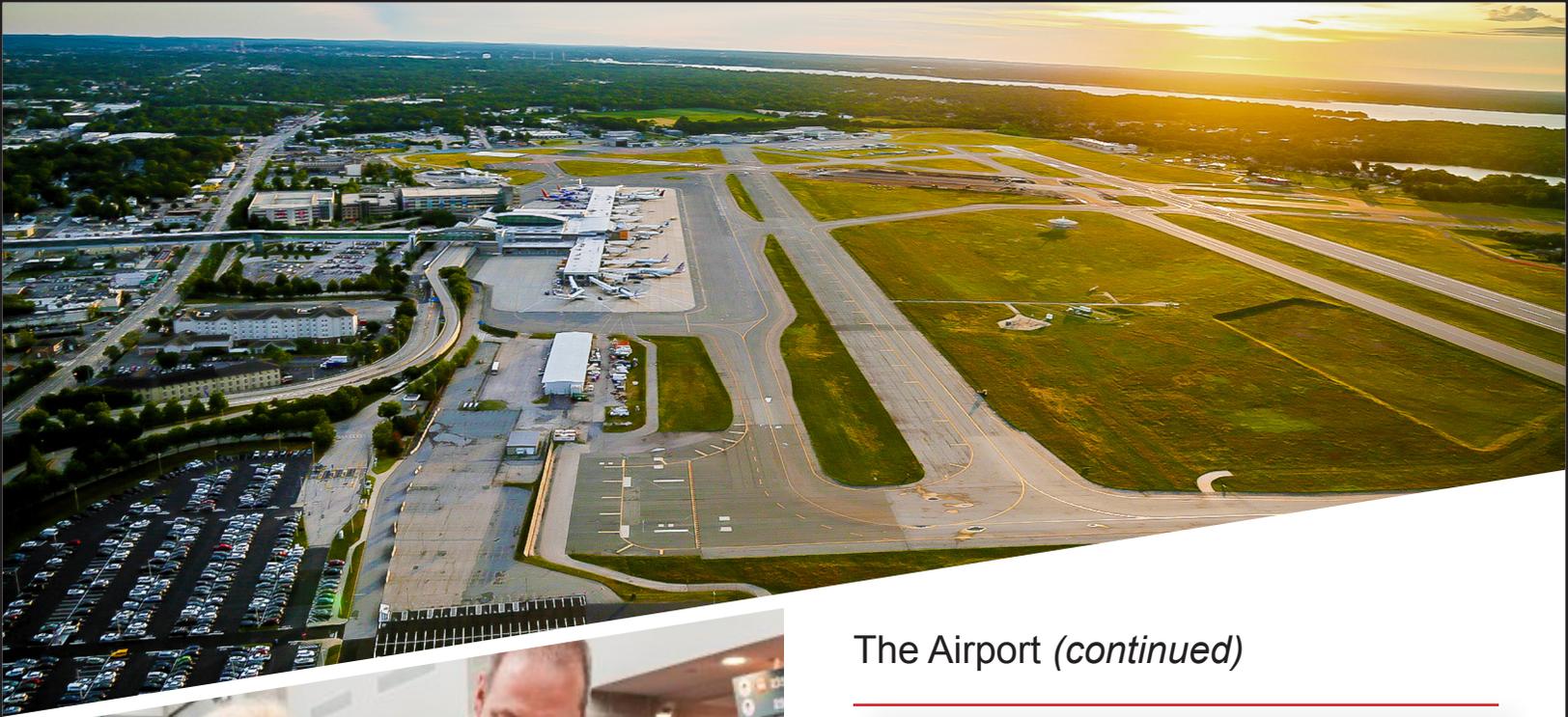
The Airport Corporation

The Rhode Island Airport Corporation was formed on December 9, 1992 as a semi-autonomous subsidiary of the then Rhode Island Port Authority, now the Rhode Island Commerce Corporation to operate and maintain the state's airport system. The powers of the corporation are vested in its seven-member board of directors, all of whom are appointed by the governor.

The Rhode Island Airport Corporation is responsible for the design, construction, operation and maintenance of the six state-owned airports; and the supervision of all civil airports, landing areas, navigation facilities, air schools and flying clubs.

Rhode Island T.F. Green International Airport (PVD), located in Warwick, is just 10 minutes from downtown Providence, Capital City of Rhode Island. The airport was named "4th Best Airport in the U.S." in Condé Nast Traveler's 2022 Readers' Choice Awards. PVD provides passengers with an array of transportation options via the InterLink, a hub connecting planes, trains, buses and cars to Providence, Boston and beyond. Its complement of airlines includes Air Canada, Allegiant Airlines, American Airlines, Delta Airlines, JetBlue, Southwest Airlines, Southern Airways Express, Sun Country and United Airlines, with startup airline, Breeze Airways, recently announcing the selection of Rhode Island T. F. Green International Airport as one of only 16 debut network airports.





The Airport (*continued*)

In addition to Rhode Island T. F. Green International Airport, the Rhode Island Airport Corporation is responsible for five general aviation airports throughout the state: Block Island, Newport, North Central, Quonset and Westerly.

Block Island State Airport provides essential access to the offshore vacation retreat. Visitors from around the country are able to reach the island via New England Airlines which operates a small commercial passenger service between Westerly and Block Island.

North Central State Airport is located in Smithfield, close to several business/industrial parks, and serves corporate and recreational users within the Providence metropolitan area, while relieving general aviation activity from Rhode Island T. F. Green International Airport.

Quonset State Airport is a public use facility located on a peninsula that combines port, rail, road and air transportation facilities, and an extensive industrial park. It is home to both the Air and Army National Guard, who use the facility for training and aviation operations.

Newport State Airport is used by visitors, as well as local aviation enthusiasts and the Army National Guard. It serves the corporate community and visitors to the year-round festivals at Newport. The airport provides quick access for boat owners who harbor vessels in the nearby marinas.

Westerly State Airport fulfills several roles for the South County area, including corporate aviation service, extensive aircraft maintenance and repair and regularly scheduled air passenger service to Block Island.



The Community

Rhode Island has a population of 1.2 million people with Providence as the capital city. Providence is one of the **top 25 best places to live on the East Coast**, according to [U.S. News & World Report](#), thanks to its expanding job opportunities. Providence has a similar look and feel to other New England cities like Boston and New Haven, but it offers more affordable living.

It is home to Brown University and the Rhode Island School of Design, whose museum displays American art and silver. Nearby, 18th- and 19th-century homes line the streets of College Hill. Waterplace Park is the backdrop for the WaterFire art installation, which lights up the surrounding tidal basin most nights in the summer and for special events.

Rhode Island, the Ocean State, is loved for its many beaches, the historic city of Newport, famous for its Gilded Age mansions and cottages, and for the up-and-coming capital city of Providence, rich with culture and interesting dining. Visitors love the unspoiled Block Island, with its many beaches, stunning bluffs and cliffs and two historic lighthouses, which is easily reached by ferry from the fishing village of Point Judith. Other parts of the state are rich in history, farms, and beautiful outdoor getaways. And while it may be America's smallest state, with 400 miles of coastline and more than its fair share of the country's National Historic Landmarks, there is something for everybody. Because Rhode Island is so compact, base yourself in one location and within a week explore the entire state, you can easily see the state's key towns and cities and enjoy a sampling of its major attractions.

Warwick, home to the airport, offers so much to see and do in southern New England. Conveniently located in the heart of the Ocean State, Warwick provides easy access to all of the wonders of Southern New England. Warwick, which sits on gorgeous Narragansett Bay, is home to more boat slips, moorings, and marine services than any other community in the Ocean State and just minutes from the beaches of Newport and South County.



Rhode Island
T. F. Green International Airport





The Position

The Vice President, Properties & Business Development (VP) is responsible for all economic development activities at the six (6) airports of the Rhode Island Airport Corporation (RIAC). This includes Rhode Island T.F. Green International Airport and five (5) general aviation (GA) airports. The VP is responsible for negotiating, preparing, processing, implementing and managing leases, licenses, contracts, operating agreements, concessions, advertising, and other revenue generating activities, agreements and programs with tenants, prospective tenants, airport advertisers and airlines. The VP conducts analysis, evaluation, development, and oversight of new and existing aviation and non-aviation revenue streams and opportunities. The VP sets aggressive goals and pursues and investigates new revenue-generating opportunities. Along with RIAC's Chief Financial Officer, the VP leads airline lease negotiations. The VP recruits new business and tenants through the Airport's recruitment process and negotiates and prepares tenant leases, concessions, and license agreements and coordinates with the legal department on contract issues. The VP is responsible for management of existing and potential revenue parcels and terminal spaces. The VP develops and maintains inventories of leasable properties and creates development plans to maximize use. The VP establishes and maintains relationships with airline property managers and staff, airport tenants, including concessionaires and their corporate staff. The VP manages tenant compliance with contracts and agreements as well the implementation, maintenance and audit of agreements, contracts and leases, including ensuring compliance with insurance and bonding requirements by tenants. The VP works with Finance Department staff to verify billing and collection of funds. The VP directs and supervises ground transportation and parking activities and develops policies and procedures. Working through a parking management company, the VP ensures optimum customer service and monitors and analyzes parking statistics with the objective of maximizing parking revenues.

The Ideal Candidate

The Ideal Candidate for this position will possess a 4-year degree in Accounting, Business or Public Administration, Real Estate Management, Economics, Law, Finance or a related field. A master's degree is preferred. A real estate license or appraisal certificate is desired. The candidate will also have a minimum of five (5) years' professional experience in business development, property management, contract management or a related field. The candidate must also have three (3) years' experience in airport business management. The candidate must have the ability to plan and manage multiple projects simultaneously. The candidate must possess strong public speaking skills and be able to establish and maintain relationships with Airport leadership, tenants and staff. The VP must have knowledge of airport lease development, customer fees and sources of revenue streams.

The candidate must possess or be able to obtain a Rhode Island state driver's license.

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

Salary and Compensation

The salary range for this position is \$140,000 - \$150,000 and is accompanied by a generous compensation and benefits package. Relocation assistance is available.

How to Apply

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

Deadline for applications: January 29, 2023

Contact for this search is: **Kenneth Gwyn, A.A.E.**,
kenneth@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.

