



Port Authority of New York/New Jersey (PANYNJ) invites applications for
Deputy Aviation Commercial Officer

John F. Kennedy International Airport (JFK)
Newark Liberty International Airport (EWR)
LaGuardia Airport (LGA)
Stewart International Airport (SWF)
Teterboro Airport (TEB)

EXECUTIVE SEARCH SERVICES PROVIDED BY ADK CONSULTING & EXECUTIVE SEARCH

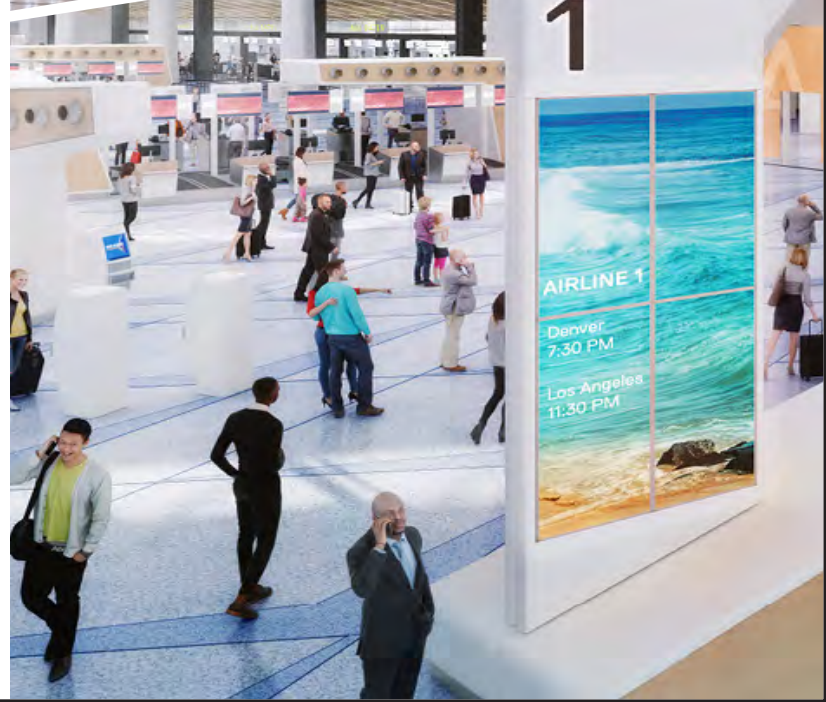
The Port Authority of New York and New Jersey

The Port Authority of New York and New Jersey became the nation's first bi-state agency when it was founded in 1921. It builds, operates, and maintains many of the most important transportation and trade infrastructure assets in the country. The agency's network of aviation, ground, rail, and seaport facilities is among the busiest in the country, supports more than 550,000 regional jobs, and generates more than \$23 billion in annual wages and \$80 billion in annual economic activity.

Among the Port Authority's assets is the busiest airport system in the Americas. It is comprised of four commercial airports – John F. Kennedy International, Newark Liberty International, LaGuardia and New York Stewart International – and Teterboro Airport, the busiest general aviation facility in the United States. In 2021, the commercial airports combined to serve more than 75 million passengers in a year of sustained recovery following sharp pandemic-related losses. A record \$30 billion-plus redevelopment program that is transforming JFK, Newark and LaGuardia is well underway, delivering multiple new terminals, roadway systems, parking and rental car facilities and related infrastructure.

In 2021, JFK International Airport ranked as the 11th busiest airport in the country and 25th busiest airport in the world, serving more than 30 million passengers. It is one of the world's leading international air cargo centers, ranking 9th domestically and 23rd internationally for air cargo with more than 1,400,000 tons of cargo in 2021. A number of terminal redevelopment projects are underway or have been recently completed including New Terminal One a 2.4-million-square-foot terminal to be constructed in 3 phases at a total cost of approximately \$9.6 billion; New Terminal 6 consisting of approximately 1.2 million square feet at total cost of \$4.2 billion; expansion and upgrade of Terminal 4 at an anticipated cost of \$1.5 billion; and upgrade and expansion of Terminal 8.

In 2021, Newark Liberty International Airport ranked as the 14th busiest airport in the country and 28th busiest airport in the world, serving more than 29 million passengers. It is also the New York City metropolitan region's premier small-package hub, ranking 12th domestically and 37th internationally for air cargo with more than 780,000 tons of cargo in 2021. The airport will celebrate a century of service later this decade and its history is magnificently showcased in its administrative offices located in the historic Building One—the airport's original passenger terminal dedicated by Amelia Earhart in 1935 and featuring a grand Art Deco lobby and what is believed to be the nation's first air traffic control tower on its roof.



The Port Authority of New York and New Jersey (*continued*)

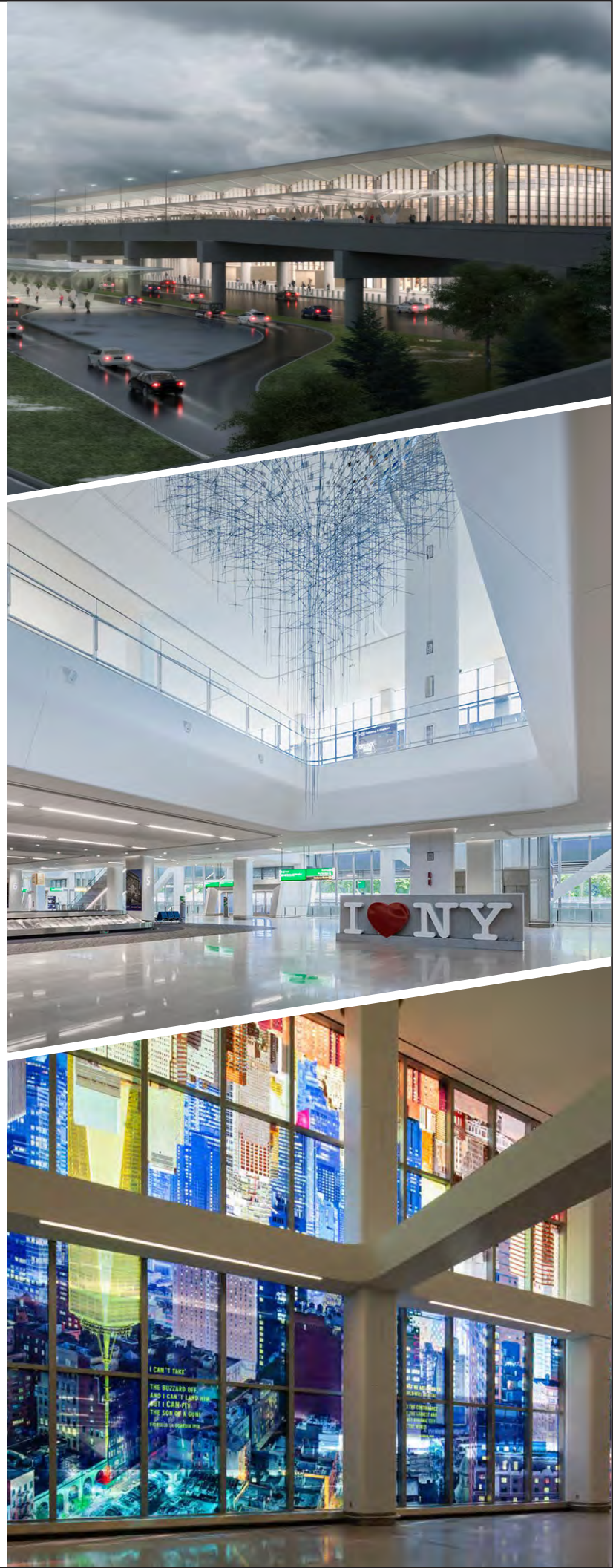
The Newark Liberty International Airport community is preparing to open the spectacular new Terminal One. The \$2.7 billion redevelopment program features four main elements:

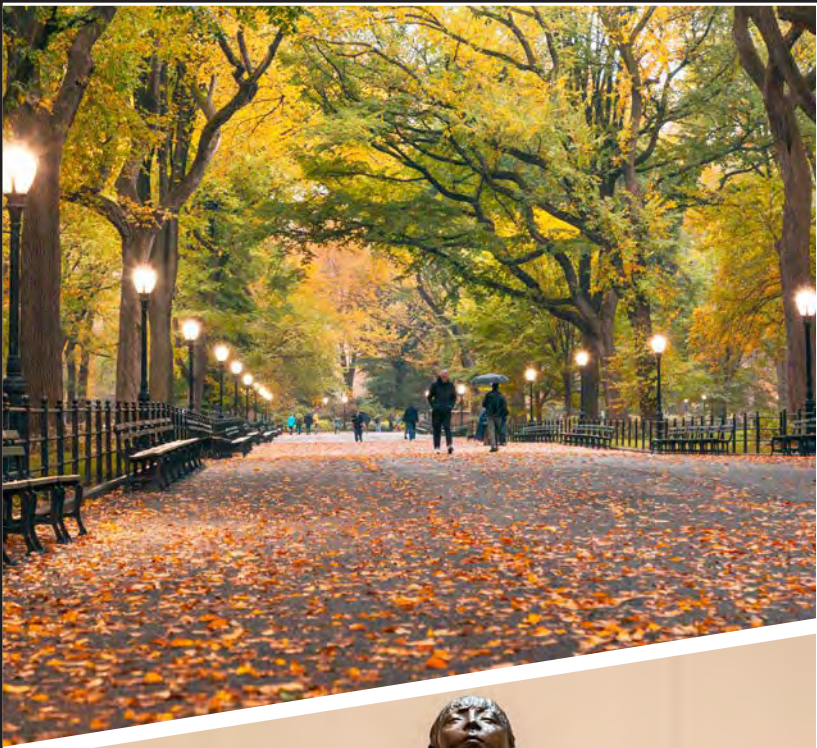
- A new one-million-square-foot, 33-gate terminal building
- Redesigned roadways with eight new bridges
- A 2,700-space parking facility with consolidated rental car locations; and
- 140 acres of airfield paving

In 2021, LaGuardia Airport ranked as the 26th busiest airport in the country, serving more than 15.6 million passengers. By one definition, LaGuardia Airport has been known as the most efficient airport on the planet: Prior to the pandemic, no airport handled as many passengers per acre per year than LaGuardia. Today, the airport that was a hub for seaplanes in the first half of the last century has been completely transformed by a \$8 billion public-private redevelopment program that was substantially completed in 2022. Two new terminals – the multi-use Terminal B and Delta Air Line's Terminal C – have put New York City's best face forward, showcasing a host of amenities and features that have created a world-class customer experience, and recasting the airport's once-notorious reputation from a subpar facility to a marvel for air travelers. In fact, Terminal B won UNESCO's 2021 Prix Versailles, the global architecture and design award, for best new airport in the world, and both new terminals have been drawing raves from current customers and former critics alike.

The Port Authority also owns and manages the world's busiest bridge (the iconic George Washington Bridge spanning the Hudson River), the world's busiest bus terminal in Midtown Manhattan, and the 16-acre World Trade Center site, where the 1,776-foot-tall One World Trade Center is the tallest skyscraper in the Western Hemisphere.

For more information, please visit www.panynj.gov.





The Community

You don't need us to tell you why the New York City metropolitan region is the most vibrant, diverse and exciting place in the world, but we'll take a shot at it anyway.

The Port Authority of New York & New Jersey's Port District captures an area that measures about 1,500 square miles framed as a rough 25-mile radius around the Statue of Liberty. The Port District includes the cities of New York and Yonkers in New York state; the cities of Newark, Jersey City, Bayonne, Hoboken, and Elizabeth in New Jersey; and more than 200 other municipalities, including all or part of 17 counties, in the two states.

Also within this zone? The No. 1 destination for U.S. tourism, which is why our airports make up the busiest airport system in the Americas.

It's no accident that the Big Apple and its neighboring environs consistently top "best-of" lists for places to visit. As a recent poll of air travelers for Hemispheres magazine noted, "No matter what you're into, you'll find it here."

World-renowned museums? Check.

The world's premier theater district? Check.

Outstanding restaurants? World-class shopping? Stellar beaches and boardwalks?

Check, check and check.

We have receipts if you need them, names we can name. The Metropolitan Museum of Art and the Metropolitan Opera House. MOMA and the Guggenheim. Four-star food trucks and Michelin-starred restaurants. Fifth Avenue. Broadway. Rockefeller Plaza. And on and on and on, including our headquarters at the spectacular World Trade Center Plaza in Lower Manhattan, which features the soaring wings of the Oculus and the tallest building in the Western Hemisphere.

So sure, there's plenty of exciting nightlife, an unrivaled arts and culture scene, and a broad array of food and entertainment options found in and around New York City, including a host of professional sports teams and venues. But as anyone who lives and works here can tell you, there's so much more to the region than its most famous attractions.

Several idyllic botanical gardens are a remarkably short drive or train stop from the hustle and bustle of midtown Manhattan, so you can get away and literally smell the roses any time you want. And while it is true, as Alicia Keys sang, that New York is a "concrete jungle where dreams are made of," you can also eschew all that and lose yourself in nature by skiing in winter, hiking in spring, swimming in summer and leaf peeping in autumn—all within minutes of your job or home. page 4



The Community (*continued*)

Speaking of home: The region offers an array of housing choices found nowhere else in the country. You can make your home in the heart of the city where culinary delights and other excitement are just a few steps from your front door. You can settle down along the pulsating edges, in New Jersey cities lining the Hudson River or one of NYC's outer boroughs—places close to the action but with a heartbeat of their own. You can put down roots in bucolic suburbs where backyard barbeques are part of the routine and excellent schools provide a stable environment for the little ones. Or you can go full-on rural, living in peaceful and quiet exurbs where horse farms dot the landscape and you can still enjoy a reasonable commute to work.

No matter where you go within the Port District, you will find something to satisfy every taste, a partner for every personality, a new thing to do or see every day, any day. The New York City metropolitan region is home to more than 20 million people – equaling more than 5 percent of the U.S. population – and they will tell you how their home is equal parts inspiration and stimulation. It's a challenge on some days to be sure, but never without its thrills.

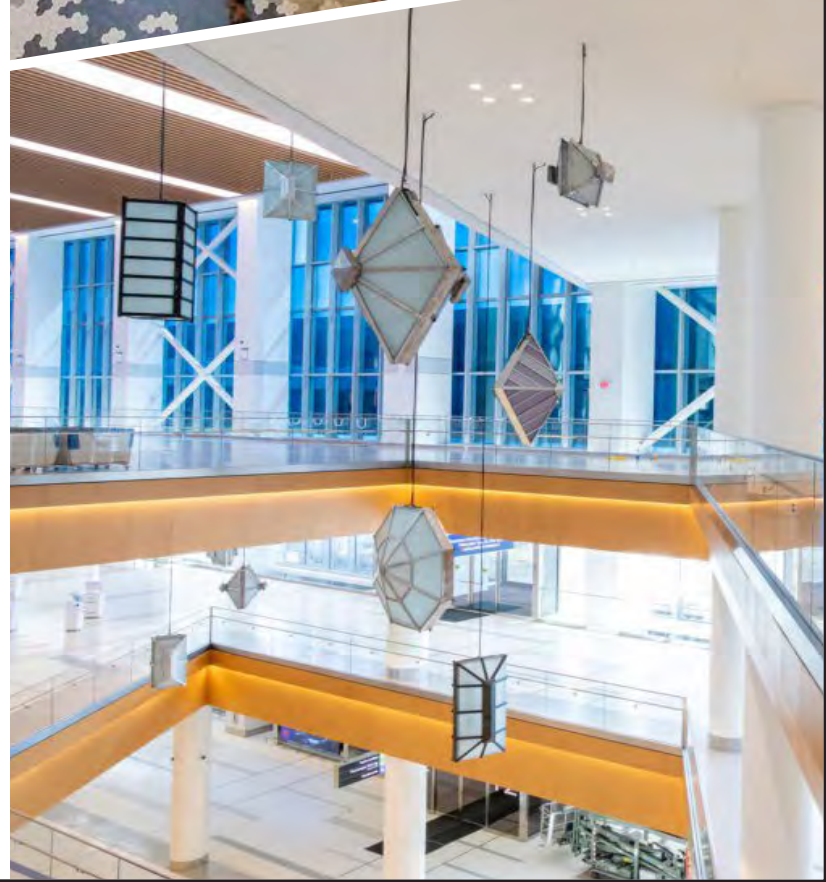
Working and living here is the epitome of the American Dream because (to paraphrase one more well-known singer and one more well-known song) if you can make it here, you can make it anywhere.





The Position

The Deputy Aviation Commercial Officer (DACO) is responsible for participating in the development, implementation and management of the Port Authority's revenue generating programs at 5 airports. Areas of responsibility include transportation revenues, aviation fees, concessions and commercial strategies. The Deputy Aviation Commercial Officer is also responsible for parking and ground transportation management, cargo and airport support commercial development. Working with the Chief Commercial Officer (CCO), the DACO manages and oversees Properties Development, Management and Lease Operations in an effort to maximize revenues and efficiency, while positively impacting customer satisfaction. They lead parking and ground transportation programs, including customer service and perception initiatives. They also guide staff in developing and implementing new programs to positively impact customer satisfaction. This is a future-focused position that concentrates on collaboration, stakeholder engagement and implementation of dynamic initiatives. The DACO ensures staff is focused on maximizing revenue and programs that are in alignment with airport goals and objectives. They collaborate with other departments to develop and implement ground transportation and parking initiatives to enhance the customer experience. The DACO works with members of Port Authority staff as well as leadership to develop commercial strategies for development of properties such as hotels, office spaces, meeting centers, etc. They also assist the CCO, the Assistant Director Aviation Financial Services, as well as other managers to develop fee recovery strategies and negotiate agreements, in keeping with FAA standards. This position has involvement in, monitors, evaluates and assists in all revenue generating activities including cargo planning and management, property development, management and lease operations, and concession commercial strategies.





Preferred Experience

The successful candidate for this position will have graduated from an accredited college or university with a Bachelor's degree in Business Administration, Finance, Economics or a related field. A Master's degree in aviation management, business or public administration is preferred, and at least 10 years' progressively responsible experience in property or revenue strategies, business or financial analysis is preferred. They will have knowledge of the airport industry including concessions and/or airport commercial development, including planning, project scope definition and airline/airport operations. The candidate must have knowledge of real estate commercial development including finance principles and the ability to apply these principles to business proposals. The DACO must have strong communications skills, be able to develop market analyses, and have experience creating and delivering effective presentations to executive staff. They must have experience effectively interacting with a variety of governmental agencies and officials and have strong leadership and persuasive powers. The DACO must also have demonstrated high levels of integrity and dependability, with the ability to think both strategically and tactically in order to develop and execute long-term plans.

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

Salary and Compensation

This position offers a salary in the \$195,000 - \$210,000 range commensurate with experience.

How To Apply

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

Deadline for applications: May 21, 2023

The contacts for this search are:

Theresia Schatz, A.A.E.

sia@adkexecutivesearch.com

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.

Port Authority of New York/New Jersey (PANYNJ) is an equal opportunity employer.

