



The Raleigh-Durham Airport Authority invites applications for
Director of Concessions

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 14 airlines and their regional partners offering service from RDU to more than 60 destinations. Notably, J.D. Power recently named the bustling RDU #5 Top Large Airport for Customer Satisfaction.

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

For calendar year 2023, we are expecting 14.6 million passengers (a new annual record). 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 three 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. The facility houses two Fixed-Base Operators: Signature Aviation and Atlantic Aviation. 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 \$15.1 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

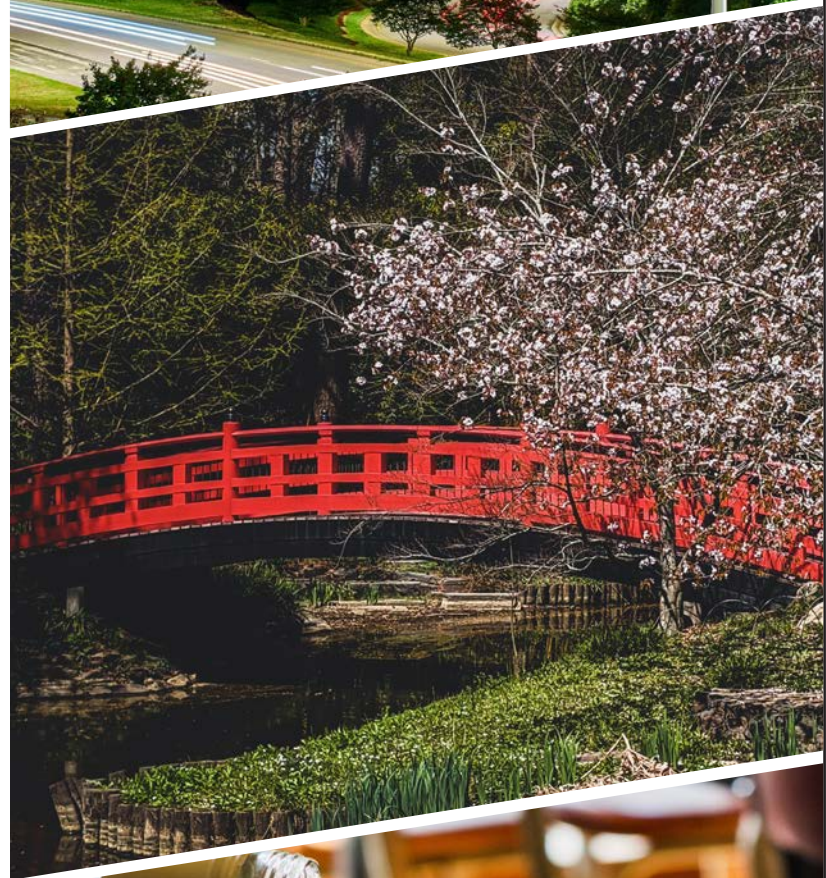
Looking for a wonderful place to live or raise a family? You'll love the eclectic feel of the Raleigh-Durham area. It is no wonder that this area appears on so many "best places" lists...from best places to live to best places to work or play.

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 2021, the estimated population of the Raleigh-Durham-Cary CSA was 2,144,608, while the Raleigh-Cary Metropolitan Statistical Area (MSA) was estimated at 1,448,411, 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.





The Community (*continued*)

Raleigh - the second largest city in North Carolina, has an area population of 1,591,000, a 2.84% increase from 2022.

[Visitraleigh.com](https://www.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.

The Community (*continued*)

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.

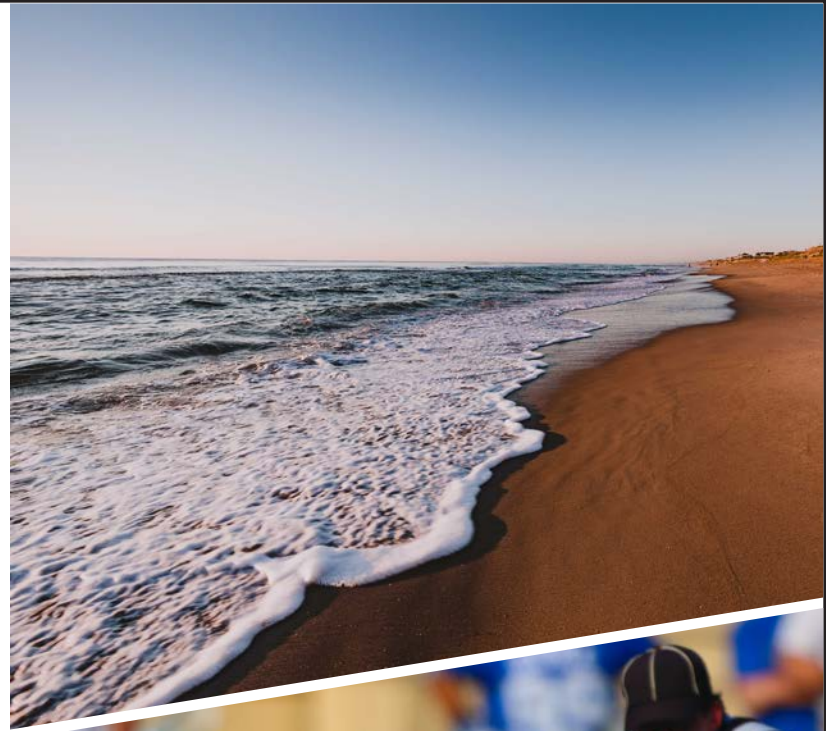
Raleigh-Durham Area College Sports

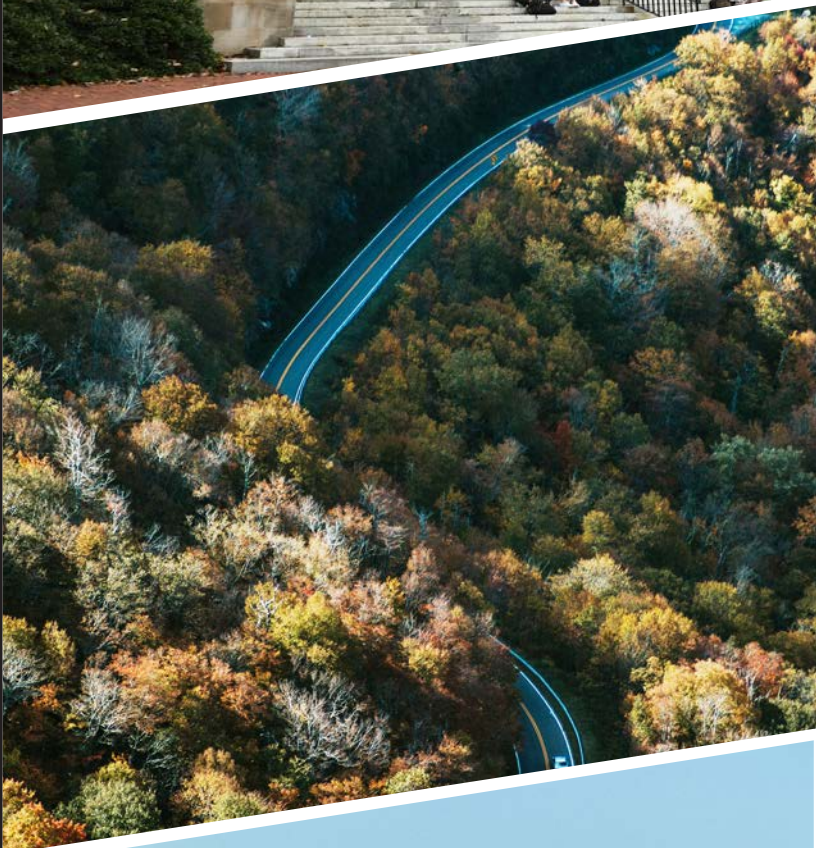
The University of North Carolina at Chapel Hill Tar Heels, North Carolina State University Wolfpack in Raleigh, and the Duke University Blue Devils in Durham are all members of the ACC. Rivalries among these schools are very strong, fueled by proximity to each other, with annual competitions in every 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

RDU boasts the following awards and honors, to name just a few:

- Named #4 in The 10 Best Big Cities to Live in Right Now – [Money Magazine](#)
 - Ranked #8 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](#)
 - Ranked #7 top places where millennials are moving - [SmartAsset](#)
 - Top 50 global quality of life index - [Numbeo](#)
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The Position

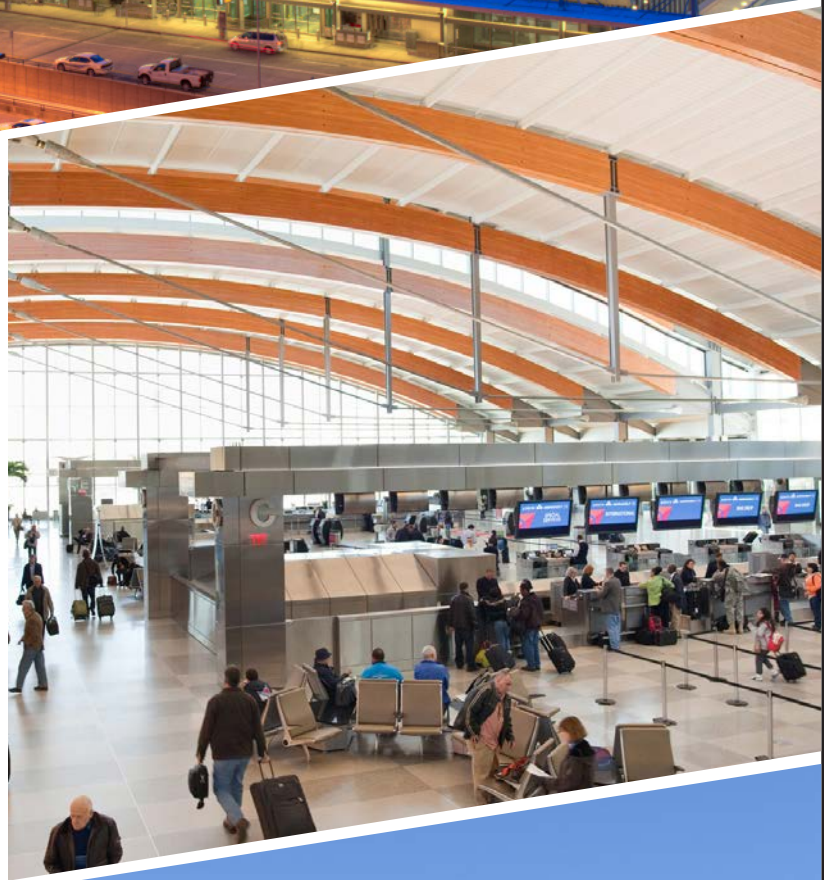
This primary role of the Director of Concessions is to assist the Vice President of Concessions to identify and develop departmental strategies including overall concessions planning. The position will contribute to growing non-aeronautical revenue through innovative thinking and developing new revenue sources. Strategic thinking and planning for the future of the concessions program will be a continual effort. The position will also oversee the Business Managers of the department as well as oversee lease management services for concessions tenants including food, beverage, retail, and passenger services. This position will develop solicitation documents for recruitment of concessions tenants and draft agreements and amendments for new and existing tenants.





Preferred Education and Experience

- 5 years' experience in airport concessions, commercial real estate, shopping center and/or rental car industries.
- Bachelor's degree in one of the following: business administration, finance, real estate, property management, airport management or a related field of study or relevant experience.
- Advanced knowledge of MS Office applications including Word, Excel, PowerPoint, Outlook and Sharepoint as well as virtual meeting platforms including Teams, Zoom and Skype.
- Strong communication skills including writing, public speaking and presentation skills with ability to establish and maintain effective working relationships with Airport customers and employees as well as Authority leadership and employees.
- Be a critical thinker who can manage several priorities and projects at once, with a high level of attention to detail, and analyze programs and proposals in order to make recommendations to Airport leaders and managers.





Salary and Benefits

The successful candidate will be offered a very competitive salary with an outstanding benefits package. The salary for this position is commensurate with experience.

How To Apply

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

Deadline for applications: July 23, 2023

The 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.

The Raleigh-Durham Airport Authority is an equal opportunity employer.

