



The Metropolitan Nashville Airport Authority invites applications for
Sr. Vice President, Chief Development Officer

Nashville International Airport® (or BNA®)
and John C. Tune Airport® (or JWN®)
Nashville, TN

EXECUTIVE SEARCH SERVICES PROVIDED BY ADK CONSULTING & EXECUTIVE SEARCH



The Airports

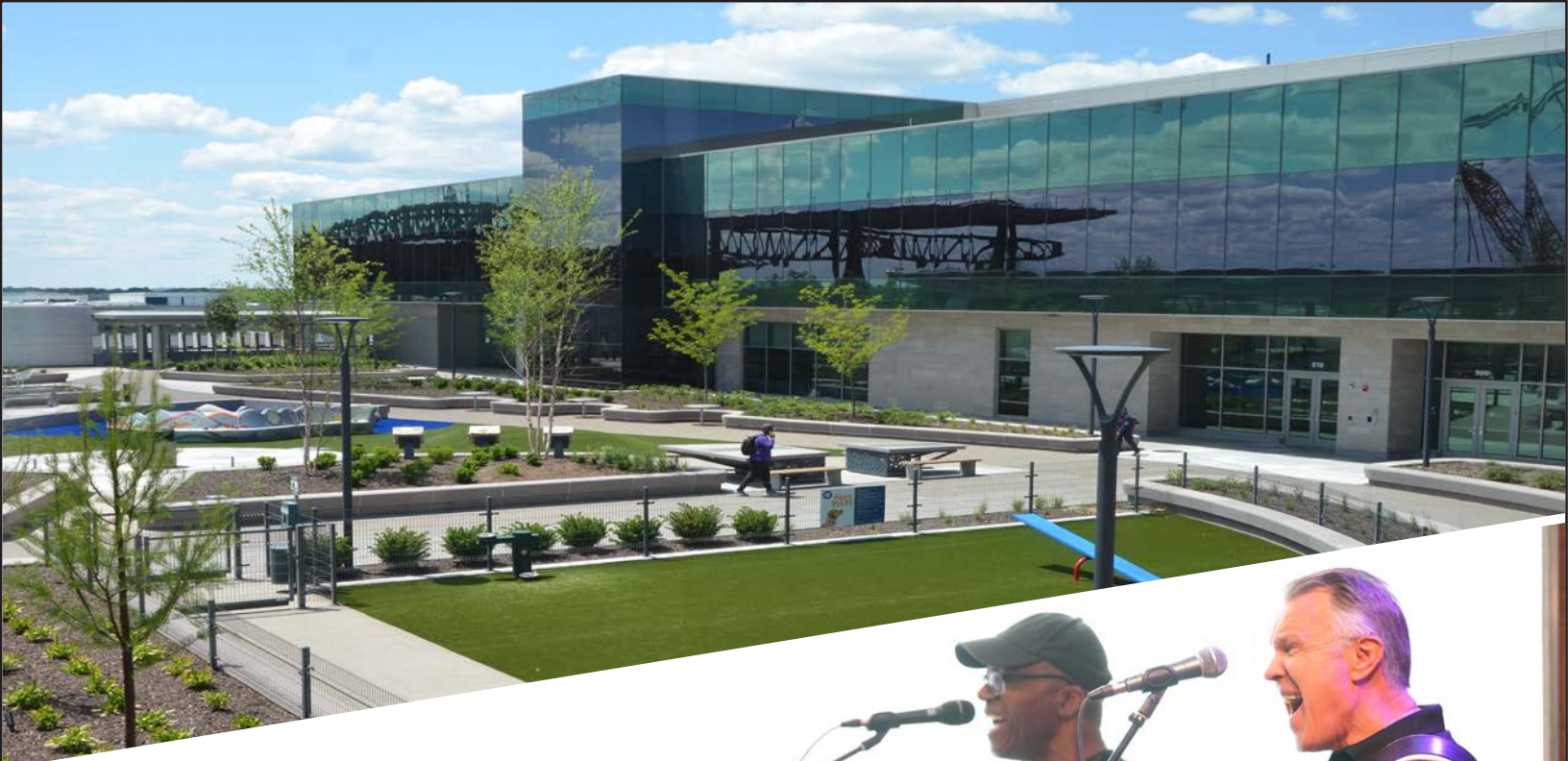
The Metropolitan Nashville Airport Authority (MNA) was established in 1970 and owns and operates Nashville International Airport®, also known as BNA®, and John C. Tune Airport®, also known as JWN®. A seven-member Board of Commissioners appointed by the Mayor of Nashville establishes policy for the two airports that, according to a recent study, collectively generated more than \$8.14 billion in total economic impact, supported more than 76,500 jobs in the region, and produced more than \$445 million in state, local, and federal taxes. Middle Tennessee is one of the fastest growing regions in the U.S. and as it continues to grow, so will MNA's role as an economic engine, community leader, and cultural ambassador on behalf of Nashville.

As the region's conduit to travel, Nashville International Airport often serves as the first and last impression of the area for travelers to Music City. With that in mind, BNA strives to bring the city's unique sounds, tastes, and distinctive Southern hospitality to the airport environment and offer a warm and welcoming experience for Nashville visitors. As soon as travelers enter the terminal or step foot off the plane, it's clear that BNA and the MNA team represent the energy and spirit of Nashville.

The Airport Authority employs more than 300 staff members who are dedicated to MNA's vision and mission to create and inspire a team dedicated to providing superior customer service, facilities, and air service in a safe and secure, warm, and welcoming environment that reflects the best of Nashville.

Until the impacts of the COVID-19 pandemic, BNA was one of the fastest growing airports in North America with nearly 18.3 million passengers in 2019 and in 2021 they have seen a rebound in passenger traffic and for the last several months have exceeded 2019 month-over-month passenger numbers.





The Airports (*continued*)

BNA® Vision

Launched in July 2016, BNA® Vision is the dynamic expansion and renovation plan for Nashville International Airport. By 2023, projects completed under BNA® Vision will include a state-of-the-art International Arrivals Facility; an on-airport, Hilton-branded hotel; major renovations of the terminal lobby, including a central security checkpoint expansion; Concourse D; new ticketing and baggage claim space; three terminal parking garages; a satellite concourse; and phases 1 and 2 of the terminal apron and taxiway expansion. Additionally, a major terminal roadways improvement project is slated for completion in late 2024.

John C. Tune Airport

In addition to BNA, the Airport Authority owns and operates John C. Tune Airport—the busiest general aviation airport in Tennessee. JWN is Nashville's Executive Airport and serves the needs of regional, corporate, and private aircraft. It is located only eight miles from downtown Nashville.





The Community

Music & Entertainment – Nashville is well known for names like Music Row, the Country Music Hall of Fame and Museum, The Grand Ole Opry, Ryman Auditorium (the “Mother Church of Country Music”), and the recently opened National Museum of African American Music. Of course, while many associate Nashville with country, the “Music City” name echoes a rich heritage spanning numerous genres including pop, rock, bluegrass, Americana, jazz, classical, contemporary Christian, blues, soul, and more.

The Nashville of today is known for its vibrant and diverse entertainment scene. The Tennessee Performing Arts Center is the major performing arts center of the city. It is the home of the Tennessee Repertory Theater, the Nashville Opera, and the Nashville Ballet. The Schermerhorn Symphony Center is the home of the Nashville Symphony.

Culture – Nashville earned its “Music City” moniker in the 1950s and has maintained its status as a global center of the entertainment industry ever since. The energy and diversity of our local music scene have been praised in publications such as Travel + Leisure, Nylon, SPIN and Rolling Stone.

Music put Nashville on the map, but it’s not the city’s only claim to fame. Entertainment options include major league sports teams; an extensive public park and greenway system; museums and art galleries; a professional symphony orchestra; opera, ballet, and theatre companies; and numerous cultural festivals and events. There’s something for everyone to discover.

Food & Wine – While Nashville has long been known for its expansive music scene, the talent and creativity of its culinary scene has put Nashville on the map. Food & Wine highlighted the “booming Music City food scene,” Food Arts Magazine noted the “emerging culinary scene putting Nashville on the gastronomic radar,” and, most recently, Condé Nast Traveler stated this about Music City: “There’s enough going on food-wise to warrant a trip solely for eating.” Nashville’s creative spirit has certainly infiltrated its kitchens, turning them into the chef’s studio. From Southern fare to haute cuisine to quite literally everything in between, Nashville’s palate offers it all.

The Community (*continued*)

Education – Nashville and the Middle Tennessee region are home to 25 colleges and universities including Vanderbilt University, Belmont University, Meharry Medical College, and Fisk University, to name a few. By the 1850s, the city was known as the “Athens of the South” for the number of higher education establishments in the area and being the first Southern city in America to establish a public school system.

Sports – Nashville has many professional sports teams, most notably the Nashville Predators, Tennessee Titans, Nashville Sounds, and Nashville Soccer Club. Nashville is home to four college Division I athletic programs and is host of the TransPerfect Music City Bowl.

Economy – The greater Nashville region is home to more than 1.9 million people and more than 53,000 businesses. Many corporate headquarter giants call Middle Tennessee home, including Nissan, Bridgestone Americas, Dollar General, HCA, AllianceBernstein, iHeartMedia, Mitsubishi, The ICEE Company, and Amazon. A national hub for the creative class, Nashville has the strongest concentration of the music industry in America.

The Nashville region’s educated workforce not only provides an abundant talent pool for companies, but also bolsters the region’s vibrancy, artistic and musical essence, and competitive edge in technology and innovation. The Nashville region is defined by a diverse economy, low costs of living and doing business, a creative culture, and a well-educated population.

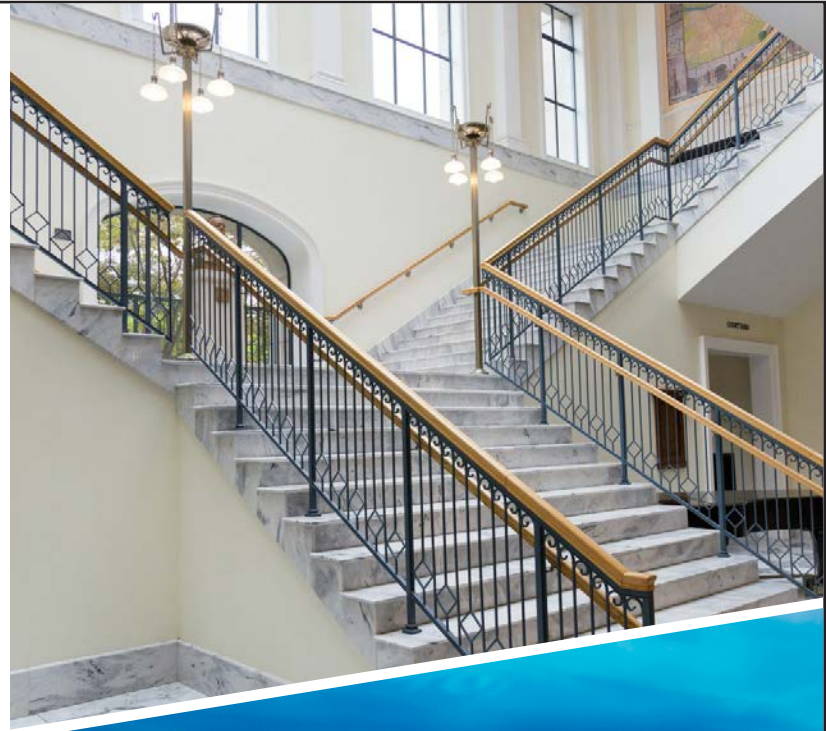
Cultural diversity, unique neighborhoods, a variety of industries, and a thriving creative community make Middle Tennessee among the nation’s best locations for relocating, expanding, and startup companies.

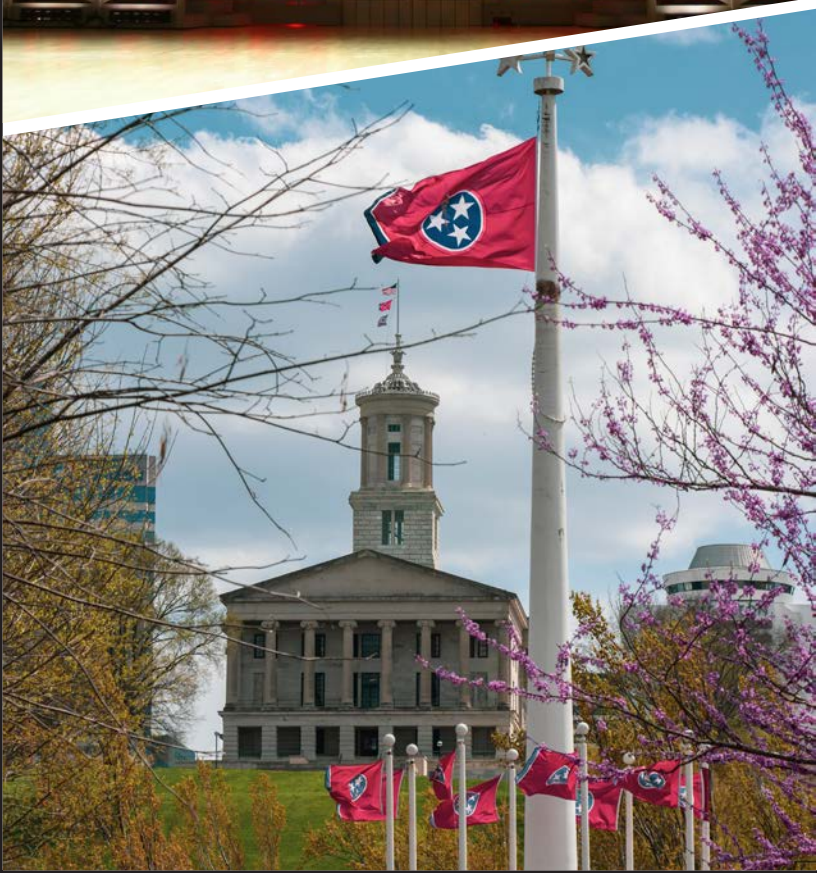
AWARDS

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

- One of the 7 Most Entertaining Airports in the WORLD–CNN
- One of the 50 Best Places to Travel, and 9th Best Domestic Airport–Travel + Leisure
- One of the Best Airports in the World–TheStreet
- One of the 16 Most Passenger-Friendly Airports in the WORLD–Cheapism.com

Learn more about BNA and JWN at flynashville.com.





The Position

The Senior Vice President, Chief Development Officer (CDO) reports directly to the President & CEO of the Metropolitan Nashville Airport Authority (MNA). This position functions at an enterprise level, responsible for all planning and infrastructure investments at Nashville International Airport (BNA) and John C. Tune (JWN) Airport. The CDO leads a team responsible for planning, design, engineering, and construction on all projects. This role will coordinate and identify areas of improvement in BNA's development strategy, particularly those that align with the airport's long-term goals and objectives. The CDO oversees permitting, code compliance, construction management, contract management, sustainability, and environmental initiatives as well as grant administration and provides oversight on Disadvantage Business Enterprise (DBE)/ Small, Minority and Woman-Owned Business Enterprise (SMWBE) participation on construction contracts.

The CDO will work with the Operation, Maintenance and Finance departments, establish and maintain a continuous five-year capital improvement plan (5 yr. CIP). The candidate will ensure appropriate life cycle analysis of all major equipment and facilities are being timely and economically maintained or replaced, while the airport capital development masterplan is conserved and updated as needed, ensuring the airports' long-term goals and objectives are aligned and achieved through timely capital development. This role will develop and maintain project controls systems to ensure adequate tracking of key performance indicators (KPIs) and other capital development metrics as appropriate to provided proactive management data. The CDO will regularly update stakeholders on the status of development projects, including maintaining positive relationships with the Board of Commissioners, including making presentations to community members and the Board as needed.

Preferred Experience

- 4-year degree in engineering, construction management, planning, architecture or environmental affairs highly desirable; equivalent experience may be considered
- Certification as a Certified Member (C.M.) by the American Association of Airport Executives is highly desired; if not received candidate should commit to obtaining within 12 months
- Certification as an Accredited Airport Executive (A.A.E.) is preferred
- Professional accreditation as Professional Engineer, Architecture or Planning is preferred
- 15 or more years' experience in directing and managing large capital development programs at the enterprise level; airport capital development experience is preferred
- Knowledge of business management principles and practices including strategic planning, resource allocation, leadership techniques, production methods and coordination and allocation of staff and resources
- Experience and skill in selecting and managing skilled professional and technical staff
- Experience and skill in planning, developing and implementing property management decisions
- Skill in establishing and maintaining effective work relationships, including planning and managing the work of others, providing direction and motivating staff
- Skill in managing and resolving conflict
- Ability to communicate effectively, orally and in writing, including making presentations before large and small bodies of stakeholders

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



Compensation and Benefits

The starting salary range for this position is \$275,000 - \$300,000. An exceptional candidate may be eligible to receive a starting salary slightly above the range with approvals.

In addition to the base salary, the incumbent is eligible for potential discretionary bonus, based on personal and organizational performance. MNAA provides a very attractive and robust benefit package including but not limited to: Medical, Dental, Vision, Prescription, FSA, Retirement, Life Insurance, Short Term Disability, Long Term Disability, Tuition Reimbursement, etc. Retirement benefits include an employee's contribution to a 457 Contributory Pension plan and Authority will provide a 100% match of employees' contribution with a contribution to a 401(a) Contributory Pension plan up to a total of \$20,000 annually. Additionally, the Authority will contribute 10% of an employee's salary without required match to a 401(a) Defined Contribution plan when employee contributes a minimum of 1% of base salary. This position also receives a monthly vehicle allowance of \$750.

How To Apply

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

Deadline for applications: November 12, 2023

The contacts for this search are:

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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.

The Metropolitan Nashville Airport Authority is an equal opportunity employer.

