



The Metropolitan Nashville Airport Authority invites applications for  
Sr. Vice President, Chief Revenue 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 (MNAA)** 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 MNAA's role as an economic engine, community leader, and cultural ambassador on behalf of Nashville.

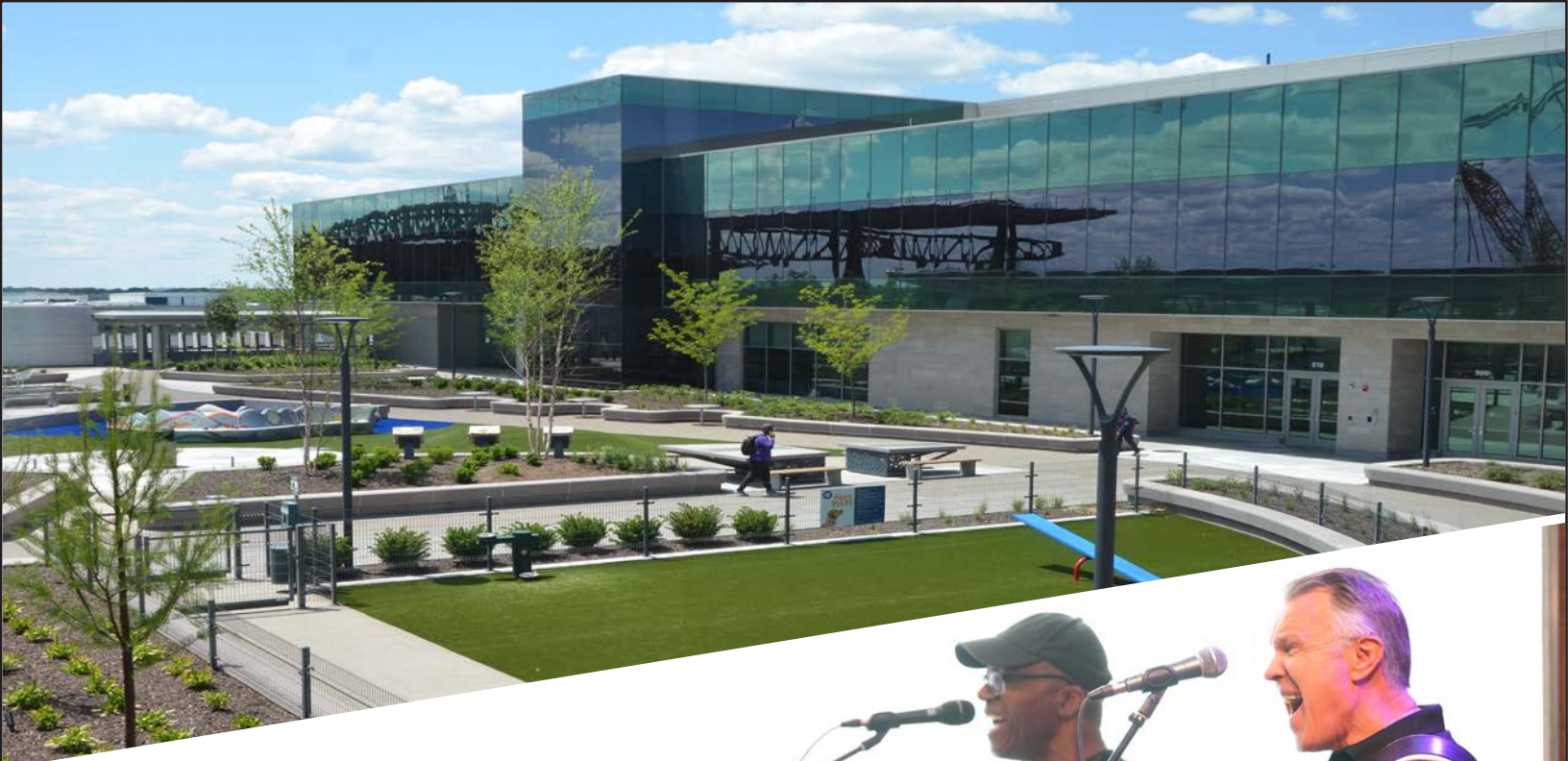
As the region's conduit to travel, Nashville International Airport often serves as the first and last impression of the area for travelers to Music City. With that in mind, BNA strives to bring the city's unique sounds, tastes, and distinctive Southern hospitality to the airport environment and offer 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 MNAA team represent the energy and spirit of Nashville.

The Airport Authority employs more than 300 staff members who are dedicated to MNAA'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*)

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**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.

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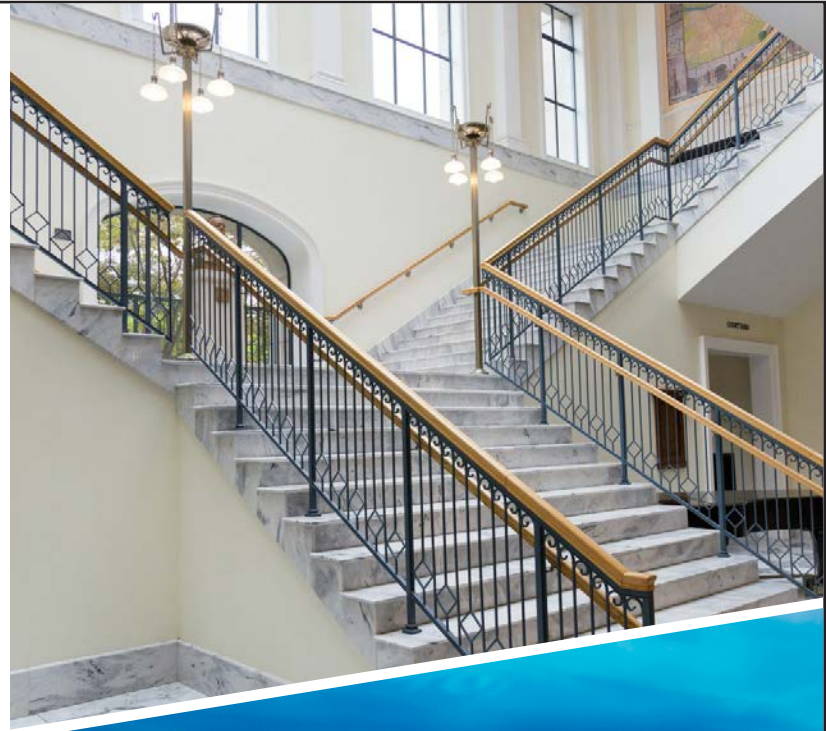
### AWARDS

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

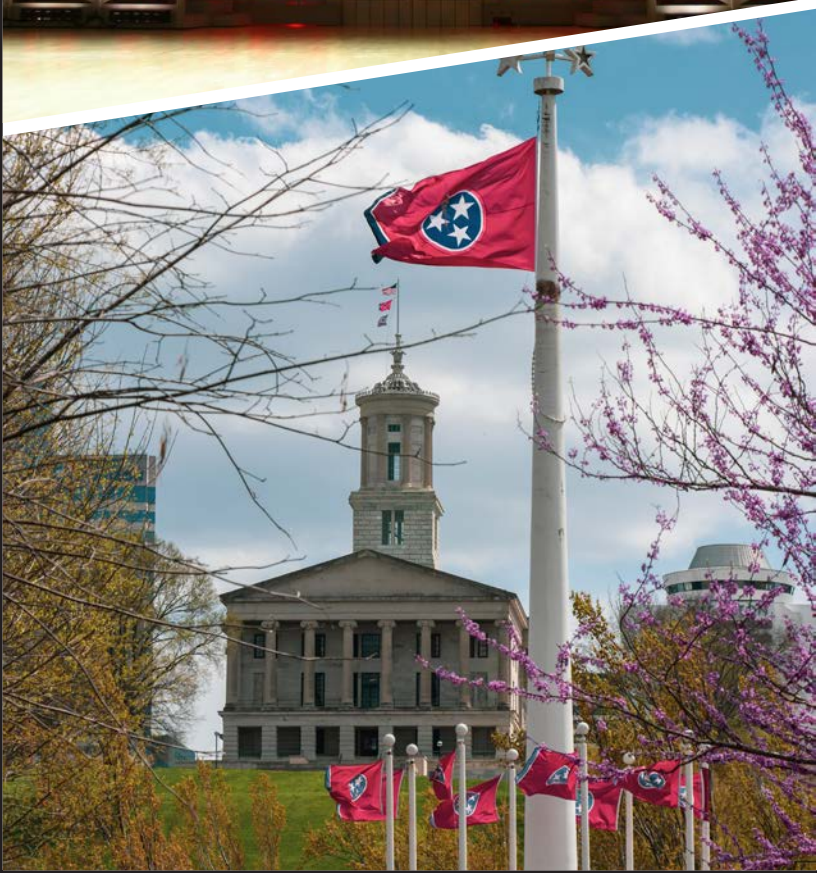
- One of the 7 Most Entertaining Airports in the WORLD–CNN
- One of the 50 Best Places to Travel, and 9th Best Domestic Airport–Travel + Leisure
- One of the Best Airports in the World–TheStreet
- One of the 16 Most Passenger-Friendly Airports in the WORLD–Cheapism.com

Learn more about BNA and JWN at [flynashville.com](http://flynashville.com).

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## The Position

The Senior Vice President, Chief Revenue Officer (CRO) reports directly to the President & CEO of the Metropolitan Nashville Airport Authority (MNA). This position functions at an enterprise level responsible for managing revenue producing leases and contracts, as well as existing aeronautical and non-aeronautical property. The CRO will identify new opportunities for growth and expansion of the Nashville International Airport (BNA) and John C. Tune Airport (JWN). This role leads strategic and business initiatives related to growing all airport revenue areas, which includes aeronautical and non-aeronautical property management, airport concessions, rental cars, ground transportation, hotel management, and commercial advertising. The CRO negotiates, implements, and manages revenue producing leases, contracts, rental car (including the CONRAC), and concession agreements, including overseeing hotel lease management and compliance. The candidate will prepare lease rates consistent with fair market value of the property and facilities being leased; establish industry proforma criteria for all lease considerations and negotiations; and direct the inspection and monitoring of tenants to assure lease and permit compliance. The CRO will develop appropriate standards and revenue performance criteria to use in requests for proposals or other procurement processes. This role ensures that procurement activities are well planned in advance and include a focus on working with Small, Minority, Woman-owned Business Enterprises (SMWBE) and Disadvantage Business Enterprises (DBE). The CRO works closely with Executive Staff and Senior Staff and other departments, tenants, consultants, and government agencies to accomplish Authority objectives, and establishes and maintains strong working relationships with current and prospective business partners and fosters that culture within the Commercial Development Department. This position develops and maintains on-going revenue performance metrics for all revenue producing assets under management as well as produces regular reports for senior staff and other stakeholders as appropriate and delivers presentations to community members and the Board of Commissioners as needed.



## Preferred Experience

- 4-year degree in business administration, finance, economics or a related area of study; a Master's degree in business administration, finance, economics or a related field is a plus; equivalent experience may be considered
- At least 15 years' experience performing similar work at airports or shopping malls, managing multiple commercial lines of business
- Certification as a Certified Member (C.M.) or Accredited Airport Executive (A.A.E.) by the American Association of Airport Executives is a plus
- Knowledge of business and management principles used in strategic planning, resource allocation, leadership techniques, production methods, and coordination of human resources
- Knowledge of generally accepted public sector accounting and auditing principles and practices
- Knowledge and skill in planning, developing and implementing property management initiatives, including property development, financial metrics and business structures
- Knowledge of airport financial models, structures, costs centers and rate settings methodologies

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 \$10,000 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

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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](mailto:admin@adkexecutivesearch.com).

The Metropolitan Nashville Airport Authority is an equal opportunity employer.

