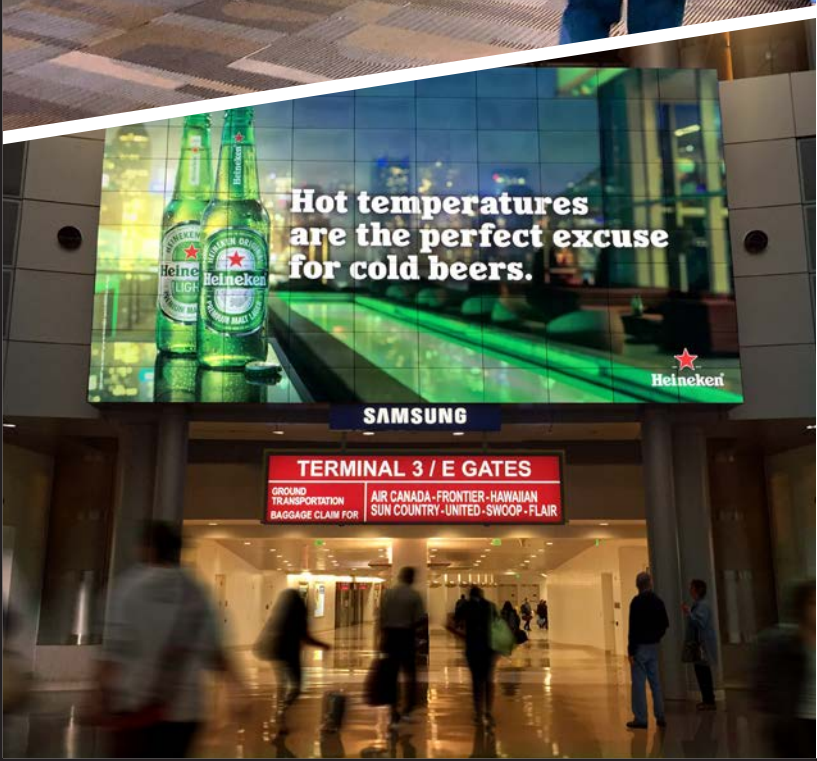
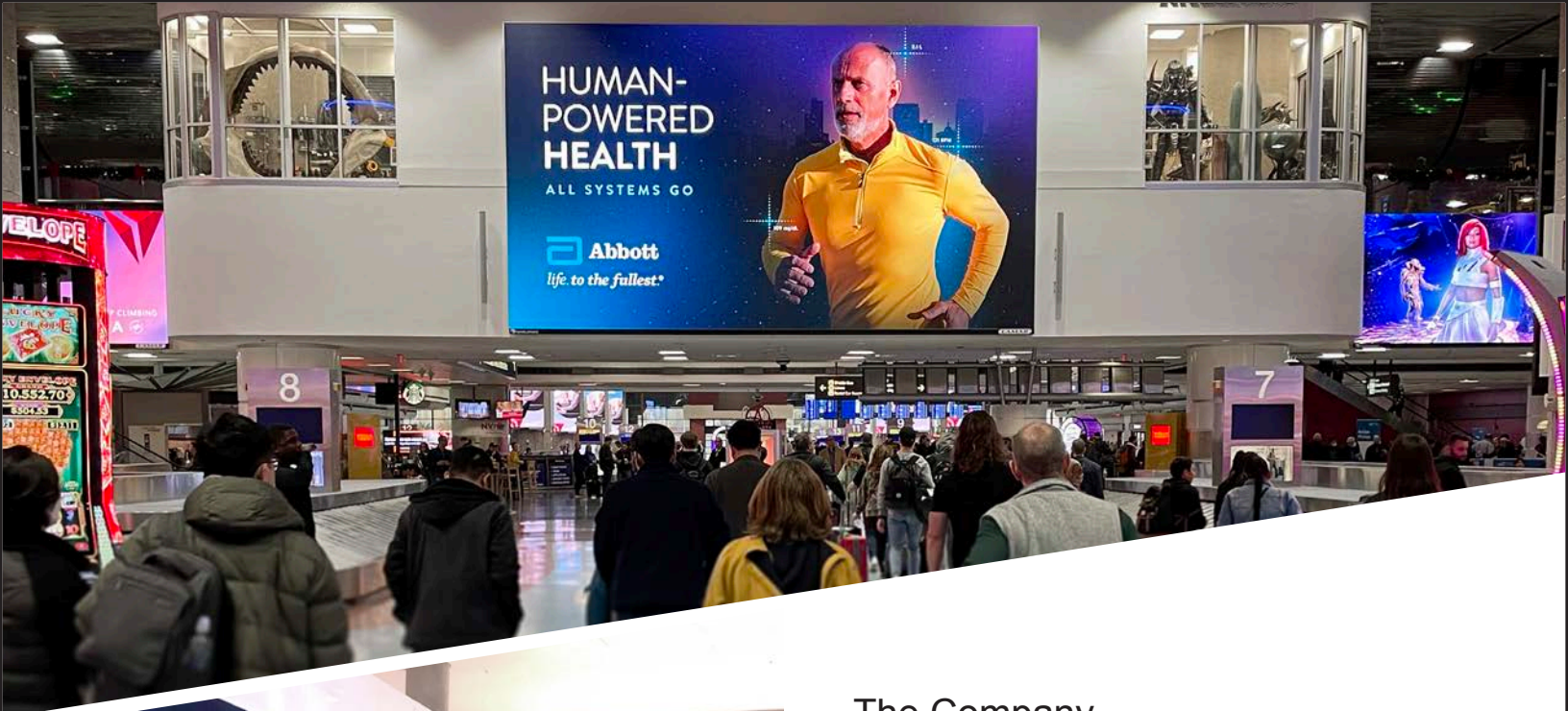




Lamar Airport Advertising invites applications for
Director of Airport Development

EXECUTIVE SEARCH SERVICES PROVIDED BY ADK CONSULTING & EXECUTIVE SEARCH



The Company

Lamar Airport Advertising has been serving airports for 25 years, earning the confidence and respect of large and medium O&D and hub airports. We've broken the mold and built a customer-focused, community and performance driven model that delivers individualized programs for every one of our airports.

Our foundation is built on the powerhouse of Lamar Advertising (NASDAQ: LAMR), one of the nation's largest and most established Out of Home advertising firms. Founded in 1902, Lamar brings significant stability and corporate resources to its Airport Advertising division, with the support of its nearly 800 local, regional and national sales professionals who sell and manage over 325,000 digital and static displays on billboards, in airports, and for transit agencies across the U.S. and Canada. Lamar's resources include full marketing, graphics, copywriting and R&D support teams. We currently have partnerships with 30 airports, including Las Vegas Harry Reid, Dallas Love Field, Phoenix Sky Harbor, John Wayne Orange County and Indianapolis International to name a few.





Join Our Team

Here at Lamar, we understand the importance of a career decision. We look for innovative, strategic thinkers that can both create new client opportunities and retain existing accounts.

We value integrity and business acumen and seek like-minded individuals. We are committed to providing the tools, resources, and support to enable our executives and their associates to create and enjoy a successful, long-term career.

Location

This position offers flexibility in the base location. The division's headquarter office is in Frisco, TX, and the administration office is in Salt Lake City, UT. The corporate headquarters are in Baton Rouge, LA. The position does not require a residence in these cities. The successful candidate can work from a location that is in a close proximity to any major airport with a frequency in airline schedules that allows convenient access to major cities across the U.S. The position does require regular travel so convenience and reasonable fares is a consideration.





The Position

The Director of Airport Development is a key leadership role, responsible for maintaining and expanding Lamar's airport advertising program. Their responsibilities encompass a spectrum of tasks, including cultivating new and existing relationships with airports, orchestrating the procurement process, and ensuring the seamless renewal of existing contracts. This individual serves as a linchpin, fostering enduring relationships not only with current and prospective airport leadership, but also with vital stakeholders such as community leaders, corporate and tourism officials and local business partners.

The Director is a key negotiator in the acquisition and renewal processes; the direct contact for our copywriters and graphic artists, and responsible for compliant RFP submittals. The successful candidate will have excellent written and oral communication skills, be detail oriented, possess proven negotiation skills and have the ability to lead cross-functional teams in diverse geographic locations.

Central to their duties is the meticulous management of advertising concessions' data, diligently tracking terms, revenue and expiration dates. Moreover, the Director plays a crucial role in nurturing connections with airport leaders and staff to align with the federally mandated Airport Concessions Disadvantaged Business Enterprise (ACDBE) program.

Given the multifaceted nature of this role, travel is intrinsic, enabling the Director to authentically represent Lamar while actively engaging in pivotal aviation industry associations, procurement activities, events, conferences, key committees, and research groups.

Preferred Education and Experiences

- Graduation from high school. A 4-year degree from an accredited college or university with a degree in Business, Marketing or a related field preferred.
- 3-5 years related experience.
- Extensive knowledge of, and experience in the implementation of Federal Aviation Administration (FAA) ACDBE regulations.

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



Salary and Benefits

Base salary \$150,000 – \$175,000 with bonus and commission potential to \$250,000.

How To Apply

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

Deadline for applications: February 4, 2024

The contact for this search is:

Sybil Murphy, SHRM-SCP,CCP,CBP
sybil@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.

Lamar Airport Advertising Company is an equal opportunity employer.

