



The St. Joseph County Airport Authority invites applications for  
Vice President of Business Development

South Bend International Airport (SBN)  
South Bend, IN

*EXECUTIVE SEARCH SERVICES PROVIDED BY ADK CONSULTING & EXECUTIVE SEARCH*





## The Airport

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South Bend International Airport is owned and operated by the St. Joseph County Airport Authority and governed by a four-member board appointed by the County Commissioners. SBN employs more than 60 team members in administration, maintenance, operations, and public safety.

Located just 10 minutes west of downtown South Bend, SBN serves more than one million air and train travelers annually in its multi-modal facility. Allegiant, American, Delta, and United provide nonstop service to twelve destinations – Atlanta, Charlotte, Chicago, Dallas/Fort Worth, Detroit, Fort Myers/Punta Gorda, Las Vegas, Minneapolis, Orlando/Sanford, Phoenix/Mesa, Sarasota/Bradenton, and Tampa/St. Petersburg – with easy connections worldwide. The South Shore train provides daily service from SBN to Millennium Station in downtown Chicago.

SBN continues to improve post-pandemic and is expecting to end 2023 very close to 2019 numbers. Pre-pandemic, SBN was in its third year of double-digit growth.

In addition to robust operations by Fed Ex and UPS, SBN is home to one of SkyWest's twelve maintenance bases. A&P mechanics work on the industry's premier fleet of regional aircraft including CRJ200, CRJ700, CRJ900 and E175.

Two fixed-base operators (FBOs) provide competitive service from the north side of the airfield. South Bend International Airport also has both a General Aviation Facility (GAF) and Federal Inspection Station (FIS) to process international flights. The GAF is staffed with one full-time U.S. Customs and Border Protection (CBP) officer.

We have completed the third year of a multi-year, multi-phase \$70M taxiway realignment and terminal apron reconstruction project. The project separates the terminal ramp from the taxiway making for safer operations while also repairing the sloping ramp. Additional infrastructure projects include construction of a consolidated quick turn-around (QTA) carwash facility and a \$7.4 million façade improvement which includes ADA improvements and a covered front drive. Land acquisition is underway for future airside cargo development opportunities.





## The Team

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SBN employs a diverse workforce with a philanthropic spirit. Our team works with our tenants to give back to the community we call home. Activities take place throughout the year showcasing the collaborative partnerships including food drives, raising funds for breast cancer survivors, and adopting families at the holidays.

Aviation Education Day is hosted annually to provide a free, fun, and educational event for people of all ages. It provides the community with an opportunity to learn more about the aviation industry and experience SBN behind the scenes, inside the fence. Our Bears in the Air program has provided over 17,000 teddy bears to children in hospitals throughout the region and \$86,600 to homeless veterans.

Giving back is engrained in our culture.







## The Community

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South Bend, Indiana is the state's fourth-largest city and part of the South Bend-Mishawaka-Elkhart metropolitan area, with a population of more than 300,000. Its name was chosen because of the location on the southernmost bend of the St. Joseph River. This area was well known among native Americans, fur traders, and missionaries who traveled from eastern shores to the Mississippi and beyond. South Bend has a rich history spanning more than 150 years.

It was home to the Studebaker family and their iconic Studebaker Automobile Company. It was here that James Oliver developed his Chilled Plow into the most popular plow in the world. Mansions and museums pay homage to this past. The area still boasts notable industrial strengths such as the recreational vehicle manufacturing found in Elkhart to the east and electric vehicle battery manufacturing in New Carlisle to the west. South Bend is characterized today by smart growth and 21st-century innovation.

The South Bend region is most well-known as the home to the iconic University of Notre Dame. Notre Dame has consistently been ranked as one of the most stunning university campuses in the United States and around the world. From the Main Building's signature Golden Dome and the Basilica of the Sacred Heart to the Grotto and "Touchdown Jesus," there is history and beauty everywhere. In addition, the area is a regional center for higher education. The Bend welcomes students to Andrews University, Bethel University, Holy Cross College, Indiana University South Bend, Ivy Tech Community College, and Saint Mary's College. Each campus brings a rich variety of visual and performing arts, sporting events, and year-round cultural activities.



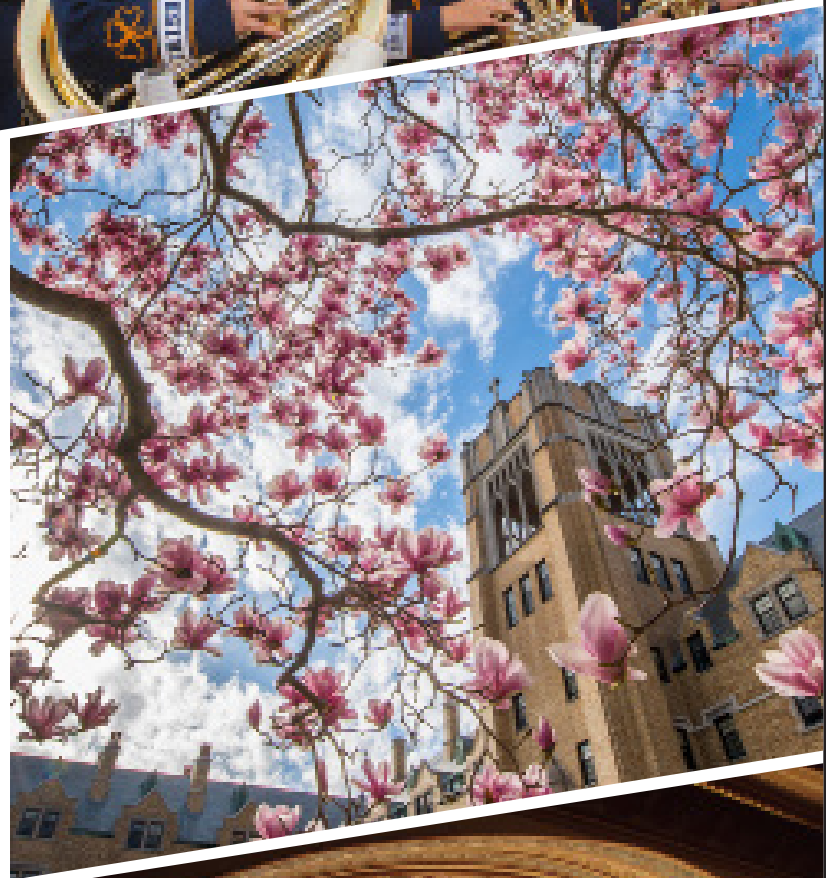
## The Community (*continued*)

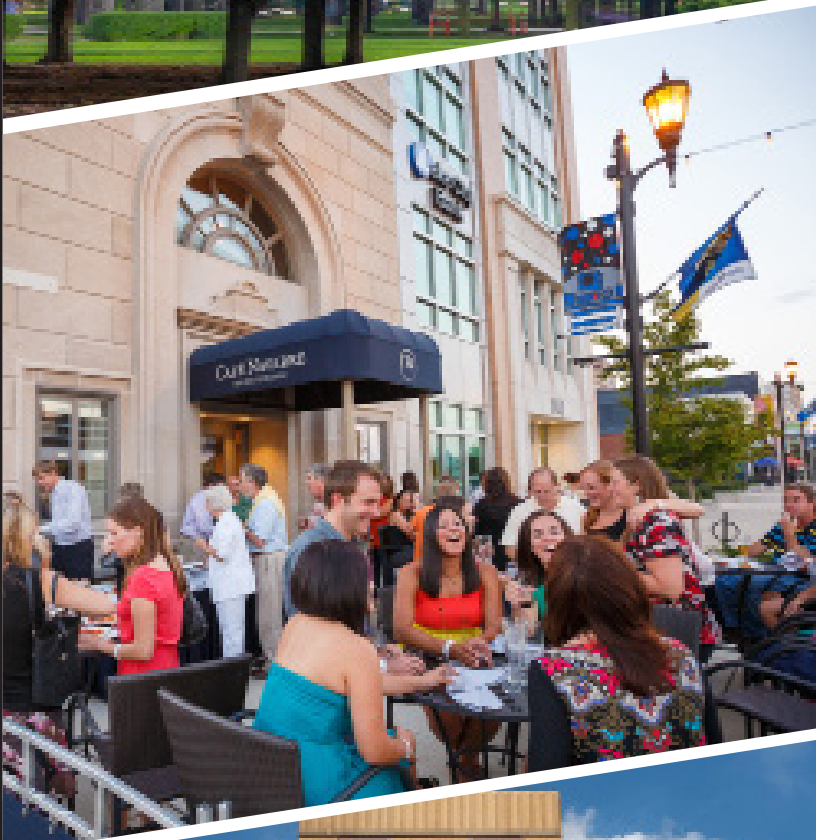
Residents enjoy outstanding arts, entertainment, and recreation. The Morris Performing Arts Center in downtown South Bend, the Lerner Theatre in downtown Elkhart, and Notre Dame's own DeBartolo Performing Arts Center draw top national acts throughout the year. Four Winds Field sits in the heart of downtown South Bend and is home to the South Bend Cubs, the High-A affiliate of the Chicago Cubs. Downtown Mishawaka offers unique dining and shopping with the Riverwalk Trail connecting Beutter and Battell Parks. Class 2 whitewater rafting takes place in the heart of downtown South Bend each summer. For animal lovers, the Potawatomi Zoo offers Rhino and Bison Encounters along with Giraffe feedings. The region is home to countless local artists and two art museums.

Whether you enjoy vibrant downtowns and family-friendly neighborhoods, or peaceful rural scenes and vast beaches, there is plenty to love in the South Bend region. Residents enjoy access to amenities such as Lake Michigan, bike trails, and burgeoning local culinary scenes. Day trips to downtown Chicago are just a train ride away.

Each of our surrounding communities has a strong focus on the vibrancy of urban cores that are spurring economic revitalization across the region. Both the diversity and low cost of housing in the South Bend region is perhaps one of the most amazing amenities of making one of our communities your home.

Take a peak: <https://www.visitsouthbend.com/media/video-gallery/>





## Position Overview

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As a vital member of SBN's executive leadership team, the Vice President of Business Development (VP) reports directly to the CEO & Executive Director. This strategic role involves overseeing the Airport Authority's real estate portfolio and steering its business, commercial, and economic development initiatives. The VP is dedicated to revenue generation, optimizing the Authority's return on investment, and fostering enduring partnerships with tenants, businesses, and community stakeholders through the formulation, coordination, and implementation of comprehensive business development policies and programs. This is a newly created position.

## Key Responsibilities:

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- Formulate and execute the Authority's business development strategy, emphasizing property acquisition, growth of existing companies, revenue maximization, and the cultivation of new business ventures.
- Develop and manage air cargo, concessions, and non-aeronautical revenue programs while nurturing relationships with current lessees and companies.
- Play a pivotal role in building and sustaining relationships with local businesses, implementing strategies to attract new enterprises.
- Manage insurance and risk management activities, actively participating in Board and Committee meetings by responding to inquiries and delivering presentations.
- Lead the development and growth of the Foreign Trade Zone, serving as the primary contact.
- Formulate operating procedures for business and property management.



## Preferred Education and Experience:

- Bachelor's degree in Business Administration, Business Development, Marketing, or a related field from an accredited institution; experience that provides the needed knowledge, skills, and abilities may be substituted for education.
- 7-10 years of progressively responsible business development experience.
- 5 years of management-level experience.
- Preference for candidates with experience in Airport, government, or non-profit sectors.
- Familiarity with common public sector business development practices is advantageous.
- Strong problem-solving skills, organizational abilities, and the capability to prioritize tasks.
- Willingness to travel to represent the Authority at meetings, conferences, and seminars.

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

## Hiring Range and Benefits

The hiring range for this position is \$135,000-\$190,000 and is accompanied by an excellent benefits package. Hiring rate is dependent on experience and may be approved near the top of range for an exceptional candidate, based on knowledge, skills and abilities. Relocation assistance will be offered.

## How To Apply

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

**Deadline for applications: February 4, 2024**

The contact for this search is:

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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 St. Joseph County Airport Authority is an equal opportunity employer.

