



Tikehau Star Infra and Aecon Inc.,
as representatives of the SkyCity consortium, invite applications for

Chief Commercial Officer

SkyCity is a special purpose-built company for the transformative
U.S. Virgin Islands Port Authority (VIPA) Airports P3 Project
U.S. Virgin Islands

EXECUTIVE SEARCH SERVICES PROVIDED BY ADK CONSULTING & EXECUTIVE SEARCH



About SkyCity

A World-Class Partnership to Modernize the USVI's Airports

SkyCity is delivering world-class airports through the redevelopments of the Henry E. Rohlsen Airport (HERA) in St. Croix and the Cyril E. King Airport (CEKA) in St. Thomas by combining global expertise with local partnerships.

A purpose-built Public-Private Partnership (P3) has been designed to foster collaboration between the Virgin Islands Port Authority, SkyCity, and project stakeholders at all stages of the redevelopment, ensuring both airports receive state-of-the-art upgrades that reflect the unique USVI culture and heritage.

SkyCity is the future of the USVI's air travel experience. The Henry E. Rohlsen Airport in St. Croix and the Cyril E. King Airport in St. Thomas operate with the highest international aviation standards and will be modern gateways for the islands.

The SkyCity consortium is led by Aecon Concessions, an international concession and construction firm and Tikehau Star Infra ("TSI"), an international infrastructure investor and developer. SkyCity was selected to redevelop both airports in March of 2024 through a competitive bid process by the Virgin Islands Port Authority Board of Directors. Aecon Concessions and TSI will each hold a 50% equity interest in the 40-year concession. Aecon, as the Design-Build lead, will also have a 50% interest in the Design-Build joint venture with St. Croix-based J. Benton Construction. Avports will serve as the operations and maintenance partner.

About the Project

The United States Virgin Islands (USVI) is a marquee Caribbean destination showcasing sun-soaked beaches, breathtaking vistas, and a vibrant and diverse culture. Through this project, the territory's two airports will better accommodate the ever-increasing numbers of passengers and flights and enable the USVI to remain competitive in the global market, create a better experience for travelers, and strengthen its vital tourism industry.

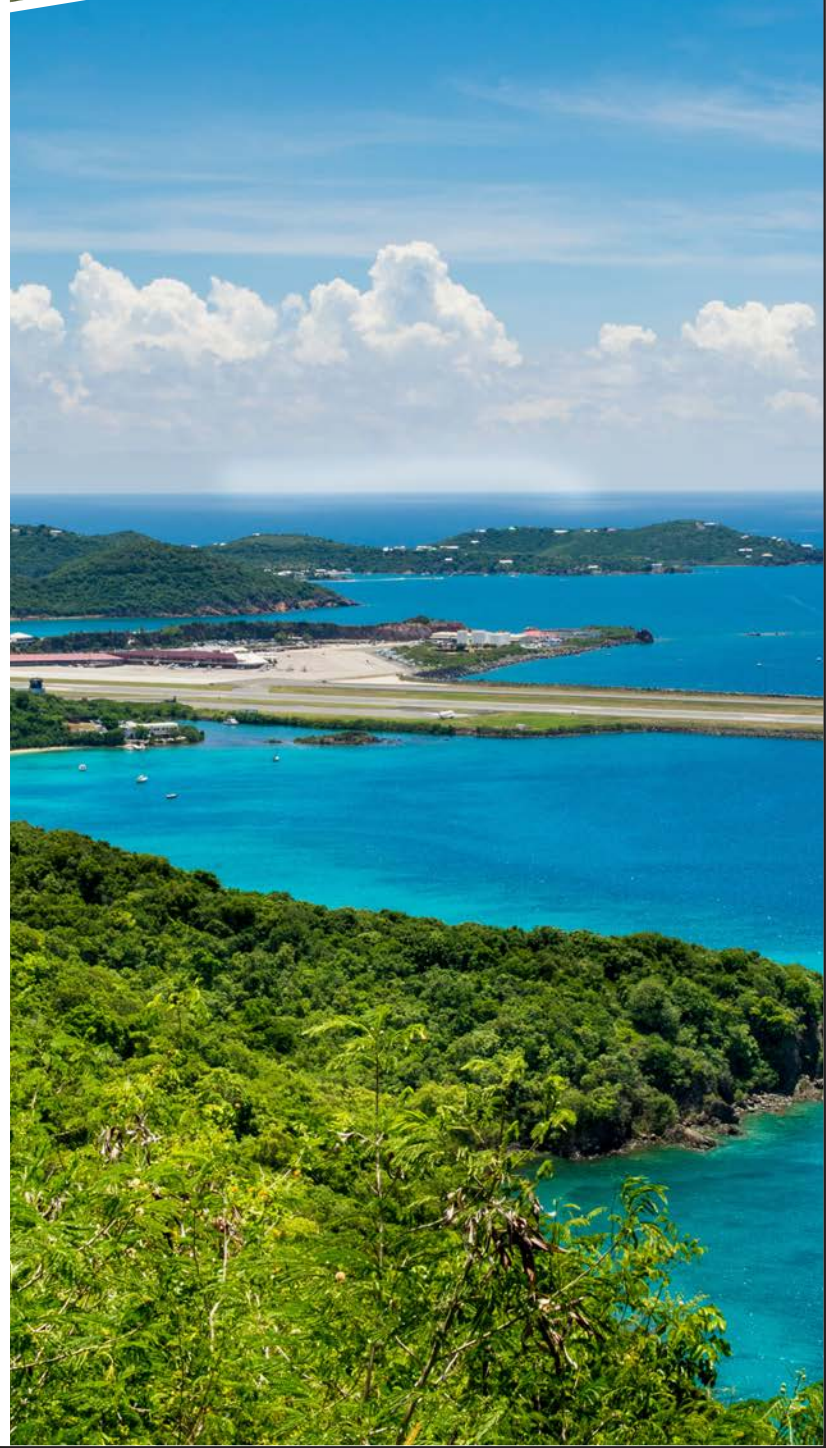
Just about everything that is used or consumed by the residents of the U.S. Virgin Islands enters the islands by boat or by plane. Food, clothing, machinery, mail, furniture, vehicles, building supplies, and medical equipment enter through the seaport or airports. In addition, the territory's major economic contributor is a bustling tourism industry that blossomed in the 60s. Tourism accounts for about 80 percent of the islands' gross domestic product and employment. The islands are a popular destination for travelers from every corner of the world seeking the perfect vacation. These key factors make the airports and seaports in the territory a critical component in the strength and growth of the islands' economy. Any investment or improvement to the airports' facilities secures the territory's economic future.

The Process

The redevelopments of the Henry E. Rohlsen Airport (HERA) in St. Croix and the Cyril E. King Airport (CEKA) in St. Thomas are being delivered through a collaborative Design, Build, Finance, Operate and Maintain (DBFOM) Public-Private Partnership (P3) model that will bring state-of-the-art amenities, private investment, improved service levels, increased capacity, efficient airport operations, and long-term maintenance plans while enhancing resiliency.

These new facilities will stimulate economic growth in the territory while providing travelers with a safe, modern, comfortable, and pleasant experience. Improvements to the airports will include upgrading the baggage systems, adding jet bridges, renovating and expanding existing terminal buildings, and adding additional seating, concession areas, and other amenities.

The project is currently in a transition phase that involves substantial work between SkyCity and VIPA including design, construction planning and permitting, employee transition, airline engagement, financial and commercial business activities, operations and maintenance, legal and project documentation, regulatory matters, and stakeholder communications and outreach. This process will facilitate the development of design plans that best reflect the unique needs of both airports.





The Community

The U.S. Virgin Islands (USVI), a stunning tropical paradise in the Caribbean, consist of three main islands—Saint Thomas, Saint John, and Saint Croix—along with numerous smaller islets. Known for its beautiful beaches, vibrant culture, and rich history, the USVI is a popular destination for travelers seeking both relaxation and adventure.

The U.S. Virgin Islands are located in the Lesser Antilles, east of Puerto Rico. Each island offers a unique landscape: Saint Thomas is known for its bustling harbor and lively atmosphere, Saint John is celebrated for its natural beauty and national park, while Saint Croix boasts a blend of cultural influences and agricultural landscapes. The tropical climate ensures warm temperatures year-round, with a rainy season typically from May to November. This climate makes the islands ideal for outdoor activities, from hiking to snorkeling.

The culture of the U.S. Virgin Islands is a vibrant blend of African, European, and indigenous influences. This mix is evident in the islands' music, art, and culinary traditions. Calypso, reggae, and quelbe (a traditional folk music genre) are popular, often accompanied by lively dance. The annual Carnival celebrations, particularly in Saint Thomas and Saint Croix, showcase this rich cultural heritage, featuring parades, music, dancing, and traditional costumes.

The islands also celebrate various festivals throughout the year, such as the Festival of Lights in Christiansted, which honors the Christmas season with festivities that reflect both African and Christian traditions. These events offer a glimpse into the islands' history and the resilience of their communities. The economy of the U.S. Virgin Islands has historically relied on tourism, manufacturing, and agriculture. The breathtaking beaches and warm climate attract millions of visitors each year, making tourism the primary economic driver. Cruise ships frequently dock in Saint Thomas, with visitors drawn to the island's duty-free shopping, picturesque views, and water activities.

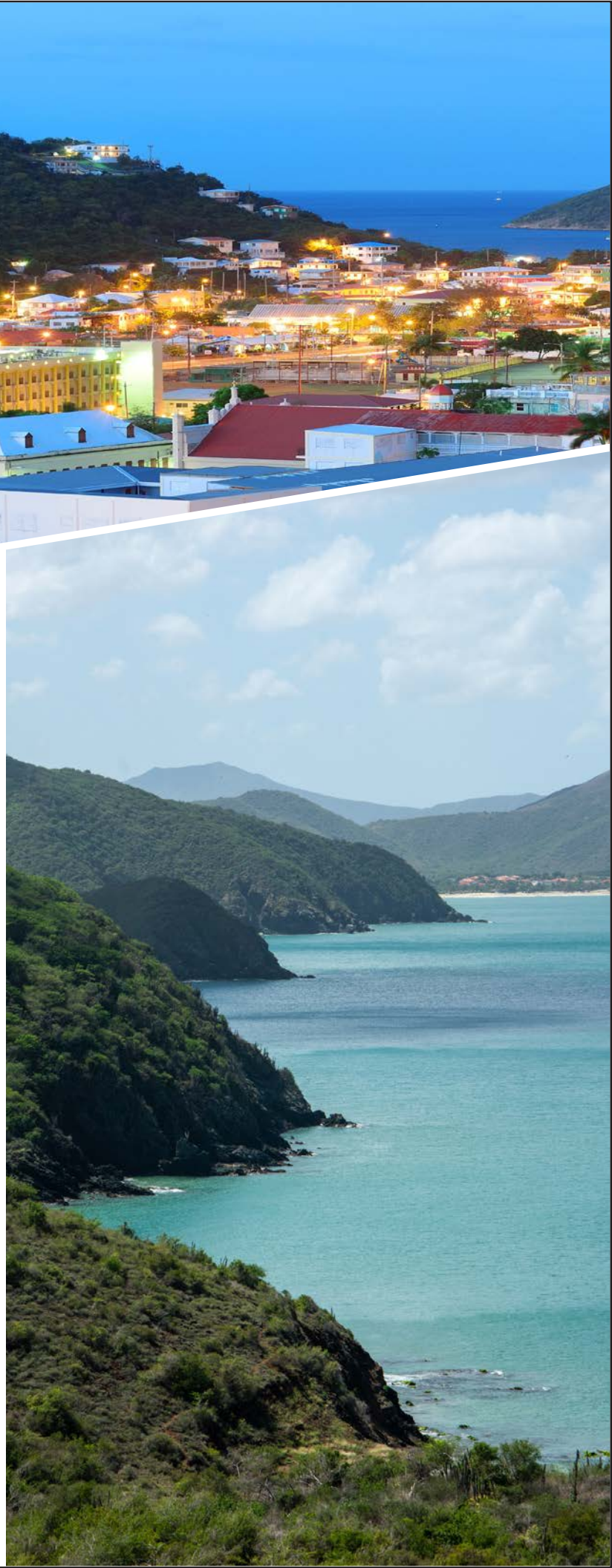


The Community (*continued*)

While tourism remains dominant, the USVI has also developed a manufacturing sector, particularly in pharmaceuticals and rum production. The islands have a rich history of rum distillation, with brands like Cruzan Rum and Captain Morgan having deep roots in the region. Additionally, agriculture plays a role, with local farms producing fruits, vegetables, and spices that contribute to the islands' culinary offerings. The natural beauty of the U.S. Virgin Islands is one of their biggest draws. The beaches are world-renowned, with stunning locations like Trunk Bay on Saint John, which features crystal-clear waters and soft white sand. The Virgin Islands National Park, covering over half of Saint John, offers hiking trails, snorkeling opportunities, and a chance to explore the ruins of sugar plantations.

Saint Thomas is home to the famous Magens Bay, often regarded as one of the best beaches in the world, while Saint Croix boasts a diverse marine environment, including the Buck Island Reef National Monument, a protected area ideal for snorkeling and scuba diving.

The U.S. Virgin Islands offer a unique blend of natural beauty, rich history, and vibrant culture. From the stunning beaches to the lively festivals, the islands captivate visitors and residents alike. As they navigate the challenges of the modern world, the spirit of the USVI remains resilient, rooted in its diverse heritage and commitment to preserving its stunning environment for future generations. Whether for adventure, relaxation, or cultural exploration, the U.S. Virgin Islands hold a special place in the heart of the Caribbean.





The Position

SkyCity is seeking a Chief Commercial Officer (CCO) to lead all commercial services and revenue-generating initiatives for the redevelopment and operation of Cyril E. King and Henry E. Rohlsen Airports as part of a dynamic Public-Private Partnership. The CCO will play a crucial role in commercial planning, airline negotiations, and revenue optimization, ensuring the airports' long-term success.

About the Role

The CCO will be instrumental in developing and executing commercial strategies that optimize airport revenue streams, passenger experience, and stakeholder relationships. During the development phase, the CCO will report jointly to the CEO Designate and the relevant Development team leads, and thereafter solely to the CEO.

Key Responsibilities

- During development phase, participate in commercial working group in evaluation and development of commercial agreements, planning, transitions, and airline negotiations.
- Negotiate, manage and administer commercial contracts, including the development and/or relocation of commercial facilities and key resources to maximize effectiveness and minimize cost.
- Oversee and optimize all commercial revenue streams, including retail, food & beverage, parking, advertising, property, cargo, and general aviation.
- Develop and execute business plans to maximize non-aeronautical revenue and enhance passenger experience.
- Manage airline relationships and commercial contracts to stimulate business development and accelerate customer satisfaction.
- Monitor market trends and customer behavior to identify growth opportunities.
- Ensure compliance with regulations, agreements, and contractual obligations.
- Lead and mentor the commercial team to drive innovation and excellence.
- Coordinate with community agencies and organizations to strengthen and elevate tourism and provide remarkable experiences within the islands.



Leadership Qualities and Style

- Visionary leader with strong business acumen, entrepreneurial spirit, and a results-driven mindset.
- Skilled in stakeholder management, with the ability to build trust and influence decisions.
- Agile decision-maker, capable of thriving in a fast-paced and evolving environment.
- Champion of diversity, inclusion, and team collaboration.

Preferred Qualifications

- Bachelor's degree in business, aviation management, or a related field.
- 15+ years of leadership experience in airport commercial departments, spanning aero and non-aero functions
- Experience managing commercial transitions through significant airport redevelopment projects.
- Proven track record in developing and executing commercial strategies that drive revenue growth.
- Demonstrated experience with public-private partnerships (P3) in the U.S.
- Strong negotiation, analytical, and decision-making skills.
- Ability to navigate complex regulatory, political, and stakeholder environments.
- High emotional intelligence and adaptability to diverse cultures and operational challenges.

This is an exceptional opportunity to shape the commercial future of two key U.S. Virgin Islands airports while driving innovation, profitability, and world-class passenger experiences.

Salary and Benefits

This position offers a market competitive salary accompanied by a generous benefits package. Benefits include:

- Relocation assistance to USVI and housing allowance provided.
- Opportunities for professional development and advancement.
- Dynamic and collaborative work environment.
- Chance to work on diverse and challenging projects.
- Making a significant impact on organizational success.





How To Apply

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

Deadline for applications: **Open Until Filled**

ADK will review and process applications as they are received. We highly encourage you to apply as soon as possible.

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 admin@adkexecutivesearch.com.

Delivering complex infrastructure projects takes enormous vision, innovation and collaboration. At SkyCity, we are committed to fostering a diverse workforce and prioritizing local talent as key to our success.

