



The Houma-Terrebonne Airport Commission invites applications for
Business Development Director

Houma-Terrebonne Airport (HUM)
Houma, Louisiana

EXECUTIVE SEARCH SERVICES PROVIDED BY ADK CONSULTING & EXECUTIVE SEARCH



The Airport

Houma–Terrebonne Airport (HUM), located in southeastern Louisiana approximately five miles southwest of downtown Houma, serves as an important aviation and transportation asset for Terrebonne Parish and the surrounding Gulf Coast region. Situated on approximately 1,850 acres, the airport supports general aviation, offshore helicopter activity, corporate aviation, and industrial operations tied to the region’s energy and maritime economy.

Originally established during World War II as a military airfield, the airport has evolved into a vital regional aviation facility supporting both public- and private-sector transportation needs throughout South Louisiana.

HUM features two runways, including a primary runway approximately 6,500 feet long, capable of accommodating a variety of aircraft operations. The airport also maintains an air traffic control tower and onsite weather reporting services to support safe and efficient operations. The airport supports extensive offshore helicopter activity serving the Gulf of Mexico and is home to multiple aviation tenants, fixed-base operators, maintenance providers, and aviation-related businesses. Services available onsite include fueling, aircraft maintenance, hangar facilities, parking, and passenger support services.

In addition to aviation operations, the Houma–Terrebonne Airport & Industrial Park supports commercial and industrial development opportunities with available acreage, utility infrastructure, and access to regional transportation networks. The airport also serves as the grantee for Foreign Trade Zone No. 279.

HUM continues to support economic growth throughout Terrebonne Parish and the surrounding region by providing critical aviation access for business, industry, logistics, and transportation operations connected to the Gulf Coast economy.

For more information, visit houma-airport.com.



The Community

Houma, Louisiana, located in the heart of Terrebonne Parish approximately one hour southwest of New Orleans, offers a distinctive blend of Cajun culture, Gulf Coast industry, and bayou living. As the commercial center of Terrebonne Parish, Houma is known for its strong sense of community, rich cultural traditions, and close connection to Louisiana's coastal environment.

The region's heritage is deeply rooted in Cajun and Creole traditions that continue to shape daily life through local music, cuisine, festivals, and family-centered community values. Residents enjoy authentic Louisiana culture alongside a relaxed lifestyle defined by the bayous, waterways, and coastal landscapes that surround the region.

Outdoor recreation is a major part of life in Houma and throughout South Louisiana. Boating, fishing, hunting, kayaking, birdwatching, and ecotourism activities are readily accessible year-round. The area's wetlands and waterways provide both recreational opportunities and economic support for industries tied to the Gulf Coast.





The Community *(continued)*

Houma's economy has long been supported by the offshore energy, maritime, seafood, aviation, fabrication, and industrial sectors. The region serves as an important operational hub for businesses connected to the Gulf of Mexico and continues to support a highly skilled workforce with deep experience in transportation, logistics, and offshore operations.

Community events and cultural celebrations contribute to Houma's welcoming atmosphere and regional identity. Local festivals, farmers' markets, seafood events, and live music venues reflect the area's strong cultural pride and longstanding traditions. Residents also benefit from convenient access to the cultural, dining, entertainment, and professional sports amenities available in nearby New Orleans.

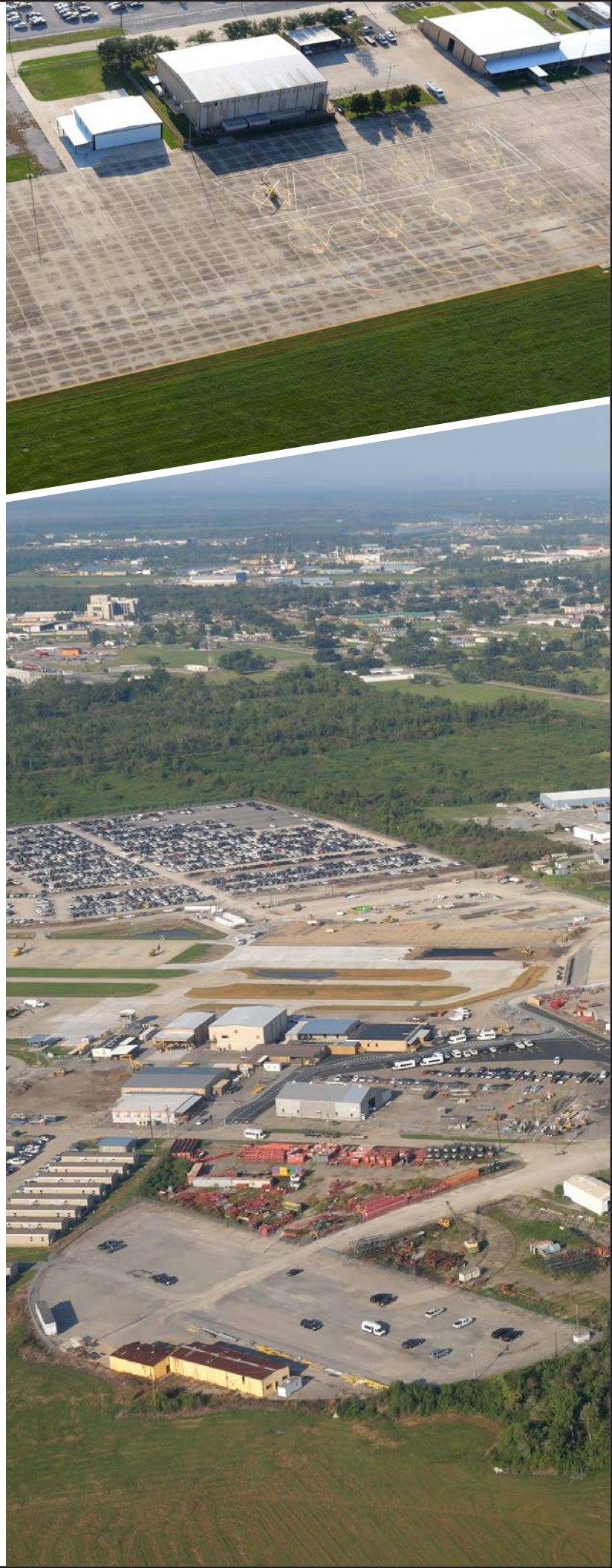
With its combination of economic opportunity, outdoor recreation, authentic culture, and Gulf Coast hospitality, Houma offers a unique quality of life rooted in resilience, tradition, and community connection.

Position Overview

Reporting to the Executive Director, the Business Development Director provides strategic leadership for business development, economic development, and commercial growth initiatives for the Houma-Terrebonne Airport Commission (HTAC). This role is responsible for identifying and advancing opportunities that enhance airport utilization, attract aviation and aerospace-related investment, and strengthen long-term revenue generation, with particular emphasis on advanced air mobility (AAM) and unmanned aircraft systems (UAS). The Director serves as a key representative of HTAC within the aviation, advanced air mobility, unmanned aircraft systems, aerospace, and economic development communities while fostering partnerships with public agencies, private industry, and regional stakeholders. The position plays a central role in expanding the airport's market presence and supporting the organization's long-term strategic growth objectives.

About the Role

The Business Development Director leads initiatives to recruit aviation, aerospace, logistics, (AAM), and (UAS) businesses to the region. The role works closely with industry partners, government agencies, economic development organizations, and airport leadership to identify opportunities for growth and investment, including infrastructure development, testing, and operational capacity for emerging AAM and UAS activities. This position oversees strategic outreach, partnership development, market analysis, and business attraction activities to strengthen HTAC's competitive position in the aviation industry. The Director also supports grant pursuits, lease and contract negotiations, and long-range planning initiatives while representing HTAC at regional, national, and international industry events. Success in this role requires a balance of strategic vision, relationship management, and operational collaboration across multiple stakeholders.





Key Responsibilities

- Lead business development initiatives focused on aviation, aerospace, logistics, (AAM), and (UAS) opportunities
- (AAM) and (UAS) initiatives, including the recruitment of operators, the development of testing and operational infrastructure, and the pursuit of partnerships that position HUM as a regional hub for emerging aviation technologies
- Develop and maintain strategic partnerships with industry leaders, government agencies, and economic development organizations
- Identify and pursue new revenue-generating opportunities involving aeronautical and non-aeronautical development
- Represent HTAC at industry conferences, trade shows, and stakeholder engagement events
- Negotiate partnership agreements and support leases, contracts, and memorandums of understanding
- Coordinate site visits, presentations, and outreach efforts for prospective business partners and investors
- Support grant pursuits, public-private partnerships, and funding initiatives tied to airport development
- Conduct market research and industry analysis to identify emerging trends and competitive opportunities
- Prepare executive briefings, strategic recommendations, and presentations for airport leadership and commissioners

Leadership Qualities and Style

The ideal candidate is a collaborative and forward-thinking leader who combines strategic business insight with strong relationship-building abilities. This individual communicates effectively with diverse stakeholders, demonstrates sound judgment in complex negotiations, and brings a proactive approach to identifying growth opportunities. The successful candidate will be highly professional, adaptable, and politically astute, with the ability to represent HTAC credibly within the aviation and economic development communities. A commitment to integrity, public service, and cross-functional collaboration is essential, along with the ability to balance innovation with operational and organizational priorities.

Preferred Qualifications

- Bachelor's degree in business, aviation management, public administration, or a related field; equivalent experience may be considered
- Seven years of progressively responsible experience in business development, economic development, or aviation-related industries
- Knowledge of aviation, aerospace, transportation, (AAM), or (UAS) sectors
- Experience developing strategic partnerships, negotiating agreements, and managing complex initiatives
- Familiarity with airport operations, FAA regulations, and aviation infrastructure development
- Strong communication, presentation, analytical, and stakeholder engagement skills

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

Salary and Benefits

The position offers a competitive compensation package with a salary range of \$122,500 to \$158,500, commensurate on qualifications and experience.

How To Apply

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

Deadline for applications: July 19, 2026

The contacts for this search are:

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The Houma-Terrebonne Airport Commission is an equal-opportunity employer. We support diversity and are committed to creating an inclusive environment for employees.

