

Massachusetts Port Authority

Invites Applications For Director of Airline Route Development

Massachusetts Port Authority is seeking a Director of Airline Route Development to attract new and expanded international and domestic passenger and cargo flights to Logan International Airport (BOS) and other Massport owned or operated airports, while maintaining existing services.

Essential Tasks Include:

- Planning and conducting activities designed to maintain and increase the level of international and domestic passenger and cargo flights to Logan International Airport and other Massport owned or operated airports.
- Meeting with Airline Planning executives and other senior airline executives worldwide to present route development opportunity proposals in accordance with business plan.
- Tracking status of international bilateral agreements and implementing tactics to exert influence on negotiations between the U.S. and foreign governments to position Logan International Airport for increased service.
- Maintaining and developing relationships to foster route development efforts.
- Recommending, developing and implementing effective strategies for communicating Airline Route Development initiatives.
- Representing Massport to a variety of public and private sector airline marketing organizations.
- Directing Consultant services and preparing RFPs and contracts for specialized route development services.

Position Qualifications

The ideal candidate will have thorough knowledge of international airline planning, marketing, finance and economics development and thorough knowledge of international sales and marketing and cultural protocols. Successful candidates will have a bachelor's degree in marketing, business administration, finance, economics or related field or equivalent professional experience required. Master's degree preferred. Also required is 5-7 years' experience in airline planning, revenue management, or marketing or 5 – 7 years' experience in airport route development or aviation business consulting.

Salary & Benefits

The salary range for this position is up to \$170,000 depending on experience, and includes an attractive benefits package. For instructions on how to apply, please [click here](#) to see the recruitment brochure, or visit the searches tab at www.adkexecutivesearch.com.

Filing Deadline: Open Until Filled