

## **The Hillsborough County Aviation Authority Invites Applications For Director of Airport Concessions**

The Hillsborough County Aviation Authority is seeking a Director of Airport Concessions for Tampa International Airport (TPA) to be responsible for concessions planning, budgeting, reporting and oversight related to rental cars, ground transportation, retail, duty free, food & beverage and other related ancillary services. In addition, the Director will play a critical role in defining and implementing future-focused strategic initiatives for profitable and sustainable business performance and revenue growth of non-aeronautical activities.

The ideal candidate is a seasoned leader with strong financial acumen and deep experience in lease administration and management in a similarly complex organization. With customer experience being core to success, the Director will lead the ongoing forecasting, budgeting and management of all concessions and concession related activities including the Authority's ACDBE objectives.

### **Position Qualifications**

The successful candidate will have a Bachelor's Degree with a major in public or business administration or a related field; and eight years of progressively responsible experience in planning, developing and implementing revenue driving strategic initiatives, negotiating and administering revenue contracts; or an equivalent combination of training and experience. Experience should reflect demonstrated knowledge and a thorough understanding of profit and loss statements, budgets, and Airport Concession Programs or commercial real estate leases as well as administration and management of contracting documents, and compliance with policies and procedures.

### **Salary & Benefits**

The starting salary range for this position is \$115,000 - \$130,000 and there is an extraordinary benefit package. For instructions on how to apply, please [click here](#) to see the recruitment brochure, or visit the searches tab at [www.adkexecutivesearch.com](http://www.adkexecutivesearch.com).

**Posting closes January 19, 2018.**