**The Jackson County Airport Authority Invites Applications For**

**Business Development Manager**

The Jackson County Airport Authority is seeking a Business Development Manager for the Rogue Valley International-Medford Airport (MFR). The Manager is responsible for developing and implementing all marketing initiatives for the Airport. The Manager employs entrepreneurial strategies and approaches to attract and retain companies and organizations to operate aviation-related businesses on the Airport including air service, air cargo, general aviation, concessions, real estate, and aeronautical/non-aeronautical land/facility usage and development. This individual will also be responsible for growing existing Airport special events. The Business Development Manager position involves a heavy emphasis on revenue generation as well as maximizing usage of Airport land and facilities.

**The Ideal Candidate**

The Ideal Candidate for this position will have a 4-year degree in public or business administration or a related field from an accredited college or university and at least 4 years’ experience in project or program management, 1 year experience in Airport business development or a combination of experience and training which provides knowledge of the principles, practices and technical aspects of airport business development. The successful candidate will have comprehensive knowledge of airport management as well as thorough knowledge of administrative, fiscal and personnel administration. The Candidate must have the ability to conduct research studies, including analysis of information and development of recommendations. The Candidate will also have knowledge of or the ability to learn, interpret and apply County and departmental policies and procedures and legal requirements of business development. The Business Development Manager must be able to prepare written reports, correspondence, memoranda, policies and procedures and to analyze and make decisions and interpret and explain policies and procedures to others.

**Salary & Benefits**

The starting salary range for this position is $68,244 - $87,152 with an attractive range of benefits. For instructions on how to apply, please [**click here**](https://adkexecutivesearch.com/wp-content/uploads/2022/09/MFR-Business-Development-Manager.pdf) to see the recruitment brochure, or visit the searches tab at [www.adkexecutivesearch.com](http://www.adkexecutivesearch.com).

**Filing Deadline: November 20, 2022**