**The Ontario International Airport Authority Invites Applications for   
Revenue Management Director, Commercial Real Estate**

The Ontario International Airport Authority (OIAA) seeks a Revenue Management Director, Commercial Real Estate to manage the Commercial Real Estate team for the Authority. The Director is the lead negotiator of leases and contracts, with a focus on driving revenue, containing costs, and directing all internal real estate functions to include aeronautical and non-aeronautical commercial development, revenue generation, contract and lease management, landside property leasing, and lease management organization.

The Director is liaison between OIAA and developers, business partners and the City of Ontario. The Director works closely and cooperatively with the City of Ontario, other Airport departments and Airport consultants, to ensure the existing and future development is planned and implemented according to plans. The Candidate will direct the Airport’s property management and business development programs, and financial and economic business planning, development and management. The Director manages new and existing aeronautical and non-aeronautical development and maintains effective working relationships with developers. The Director interacts with developers, real estate professionals, business and property owners, community groups, legal counsels, elected officials, and citizen groups concerning development projects. The Director will be a strategic business partner to internal stakeholders, identifying, planning, and assisting in quantitative analysis, and communicating results in written, visual, or verbal format.

**The Ideal Candidate**

The successful candidate for this position will have a 4-year degree in Business or Public Administration, Economics, Finance, or a closely related field, from an accredited college or university and 8 years of experience directing real estate development projects, including 5 years leasing and/or property management experience in retail or mixed-use property. The Candidate should also have experience working at an airport or in the aviation industry along with experience in local governmental approvals and permitting process. The Director should be proficient in Microsoft Office including Word, Excel, PowerPoint, Outlook, and database programs, as well as lease management software. The Candidate must possess or be able to obtain and maintain a California Class C driver’s license and have an acceptable driving record at the time of and throughout their employment. The candidate must have the ability to pass background reference checks and knowledge examinations, as well as aptitude tests necessary to obtain an OIAA employee badge.

**Salary and Benefits**

The salary range for this position is $134,947 - $173,743. A starting salary above the mid-point of $154,000 is achievable for the exceptional candidate and will be dependent upon experience. ONT offers an attractive benefits package and will assist with relocation costs. For instructions on how to apply, please [**click here**](https://adkexecutivesearch.com/wp-content/uploads/2022/12/ONT-Revenue-Management-Director-Commercial-Real-Estate.pdf) to see the recruitment brochure, or visit the searches tab at [www.adkexecutivesearch.com](http://www.adkexecutivesearch.com).

**Filing Deadline: January 29, 2023**