**The Port Authority of New York/New Jersey Invites Applications for**

**Deputy Aviation Commercial Development Officer**

The Port Authority of New York/New Jersey is seeking a Deputy Aviation Commercial Development Officer responsible for participating in the development, implementation and management of the Port Authority’s revenue generating programs at 5 airports. Areas of responsibility include transportation revenues, aviation fees, concessions and commercial strategies. The Deputy Aviation Commercial Officer is also responsible for parking and ground transportation management, cargo and airport support commercial development.

In this role, you will manage and oversee Properties Development, Management and Lease Operations to maximize revenues and efficiency, while positively impacting customer satisfaction. You will lead parking and ground transportation programs, including customer service and perception initiatives. You will also guide staff in developing and implementing new programs to positively impact customer satisfaction. This is a future-focused position that concentrates on collaboration, stakeholder engagement and implementation of dynamic initiatives. You will ensure staff is focused on maximizing revenue and programs that are in alignment with airport goals and objectives. You will collaborate with other departments to develop and implement ground transportation and parking initiatives to enhance the customer experience. You will work with members of Port Authority staff as well as leadership to develop commercial strategies for development of properties such as hotels, office spaces, meeting centers, etc. You will also assist the CCO, the Assistant Director Aviation Financial Services, as well as other managers to develop fee recovery strategies and negotiate agreements, in keeping with FAA standards. This position is involved in, monitors, evaluates and assists in all revenue generating activities including cargo planning and management, property development, management and lease operations, and concession commercial strategies.

**Preferred Experience**

The successful candidate for this position will have graduated from an accredited college or university with a Bachelor’s degree in Business Administration, Finance, Economics or a related field. A Master’s degree in aviation management, business or public administration is preferred, and at least 10 years’ progressively responsible experience in property or revenue strategies, business or financial analysis is preferred. Will have knowledge of the airport industry including concessions and/or airport commercial development, including planning, project scope definition and airline/airport operations. Must have knowledge of real estate commercial development including finance principles and the ability to apply these principles to business proposals. Must have strong communications skills, be able to develop market analyses, and have experience creating and delivering effective presentations to executive staff. Must have experience effectively interacting with a variety of governmental agencies and officials and have strong leadership and persuasive powers. Must also have demonstrated high levels of integrity and dependability, with the ability to think both strategically and tactically in order to develop and execute long-term plans.

**Salary & Benefits**

This position offers a salary in the $180,000 - $195,000 range commensurate with experience. For instructions on how to apply, please [click here](https://adkexecutivesearch.com/wp-content/uploads/2023/04/PANYNJ-Deputy-Commercial-Officer.pdf) to see the recruitment brochure, or visit the Current Projects page www.adkexecutivesearch.com.

**Filing Deadline: May 21, 2023**