**The Rhode Island Airport Corporation Invites**

**Applications for Vice President, Properties and Business Development**

The Rhode Island Airport Corporation (RIAC) is seeking a Vice President, Properties and Business Development. The VP is responsible for all economic development activities at the six (6) airports of the Rhode Island Airport Corporation (RIAC). This includes Rhode Island T.F. Green International Airport and five (5) general aviation (GA) airports. The VP is responsible for negotiating, preparing, processing, implementing and managing leases, licenses, contracts, operating agreements, concessions, advertising, and other revenue generating activities, agreements and programs with tenants, prospective tenants, airport advertisers and airlines.

The VP conducts analysis, evaluation, development, and oversight of new and existing aviation and non-aviation revenue streams and opportunities. The VP sets aggressive goals and pursues and investigates new revenue-generating opportunities. Along with RIAC’s Chief Financial Officer, the VP leads airline lease negotiations. The VP recruits new business and tenants through the Airport’s recruitment process and negotiates and prepares tenant leases, concessions, and license agreements and coordinates with the legal department on contract issues. The VP is responsible for management of existing and potential revenue parcels and terminal spaces. The VP develops and maintains inventories of leasable properties and creates development plans to maximize use. The VP establishes and maintains relationships with airline property managers and staff, airport tenants, including concessionaires and their corporate staff. The VP manages tenant compliance with contracts and agreements as well the implementation, maintenance and audit of agreements, contracts and leases, including ensuring compliance with insurance and bonding requirements by tenants.

The VP works with Finance Department staff to verify billing and collection of funds. The VP directs and supervises ground transportation and parking activities and develops policies and procedures. Working through a parking management company, the VP ensures optimum customer service and monitors and analyzes parking statistics with the objective of maximizing parking revenues.

**Ideal Candidate:**

The Ideal Candidate for this position will possess a 4-year degree in Accounting, Business or Public Administration, Real Estate Management, Economics, Law, Finance or a related field. A master’s degree is preferred. A real estate license or appraisal certificate is desired. The candidate will also have a minimum of five (5) years’ professional experience in business development, property management, contract management or a related field. The candidate must also have three (3) years’ experience in airport business management. The candidate must have the ability to plan and manage multiple projects simultaneously. The candidate must possess strong public speaking skills and be able to establish and maintain relationships with Airport leadership, tenants and staff. The VP must have knowledge of airport lease development, customer fees and sources of revenue streams.

**Compensation & Benefits**

The salary range for this position is $140,000 - $150,000 and is accompanied by a generous compensation and benefits package. Relocation assistance is available.

For instructions on how to apply, please [**click here**](https://adkexecutivesearch.com/wp-content/uploads/2022/12/PVD-Vice-President-Property-and-Business-Development.pdf) to see the recruitment brochure, or visit the searches tab at [www.adkexecutivesearch.com](http://www.adkexecutivesearch.com).

**Filing Deadline: January 29, 2023**