**The Raleigh-Durham Airport Authority**

**Invites Applications For Director of Real Estate**

The Raleigh-Durham Airport Authority is seeking a Director of Real Estate. The Director is responsible for working with the Senior Vice President and Chief Revenue Officer to develop and implement short- and long-term strategies designed to generate and maximize Airport revenue and enhance the guest experience through real estate programs. This role will assist in leading/directing strategic and business initiatives to grow revenue related to commercial properties /real estate development, FBOs and cargo activities and participate in tenant/property management as well as airline affairs. The person will play a critical team role in defining and implementing initiatives for profitable and sustainable real estate development, related business performance and revenue growth. The role will provide leadership, guidance and inspire a collaborative and collegial culture that is high performing and results focused.

**Qualifications**

* Bachelor’s degree in one of the following: business/ business administration, economics, finance, public administration or related field of study OR comparative years of work experience.
* 5-10 years’ experience in commercial real estate, property development or commercial management.
* Knowledge of real estate or property development trends, best practices and business drivers, and skilled in managing and analyzing business problems and developing and implementing solutions to those problems.
* Ability to and skill in negotiating and closing complex real estate, property development and land transactions.
* Ability to develop and maintain effective working relationships with Authority members, leadership and employees, Airport tenants, and related business contacts. They must also be an effective communicator with strong verbal and writing skills. They must be able to plan, organize and direct the work of others, including prioritizing multiple, concurrent projects.
* Knowledge of and experience in driving successful business process improvements, including experience in and ability to communicate, coordinate and integrate multiple ideas and projects.

**Salary & Benefits**

The successful candidate will be offered a very competitive salary with an outstanding benefits package. The minimum starting salary for this position is $112,312 with a higher level of compensation based on education and experience. For instructions on how to apply, please [**click here**](https://adkexecutivesearch.com/wp-content/uploads/2023/04/RDU-Director-of-Real-Estate.pdf) to see the recruitment brochure, or visit the searches tab at [www.adkexecutivesearch.com](http://www.adkexecutivesearch.com).

**Filing Deadline: June 25, 2023**