**The County of Sacramento, Department of Aviation Invites**

**Applications For Air Service Development Manager**

The County of Sacramento, Department of Airports (SCDA) is seeking an Air Service Development Manager. This individual will direct the execution of strategic and tactical plans to support and increase passenger air service and air cargo to existing domestic and international markets and attract prospective new carriers and destinations. The incumbent will provide key leadership for the Airport by developing and exploring real-time business analytics and consumer data to inform short- and long-range air service strategies and strategic initiatives.

The Air Service Development Manager represents the organization in various local, regional, national, and international meetings, including customer visits to various airline and trade industry offices. The Air Service Development Manager also maintains the unit’s annual budget, forecasting monetary, staffing, equipment and other program requirements while monitoring expenditures throughout the fiscal year.

**Minimum Qualifications**

Completion of a Bachelor’s Degree or higher from an accredited college or university.

AND Either: 1. Three years of full-time paid experience employed by the County of Sacramento performing duties comparable to Senior Airport Economic Development Specialist, Airport Operations Officer, Senior Airport Planner, Airfield Maintenance Supervisor, or Fire Battalion Chief, Aircraft Rescue and Firefighting.

Or: 2. Three years of full-time paid supervisory level experience or higher, at an airport or in the aviation industry.

Or: 3. Three years of full-time paid supervisory level experience or higher in retail property/tenant management or commercial real property leasing.

Or: 4. Three years of full-time paid supervisory level experience or higher in communications, marketing, or public relations and media. In order to be qualifying, experience in these areas must have included responsibility for policy planning and program development.

Note: Additional experience at the level of and in one of the areas listed above can be substituted for the required education on a year for year basis. (30 semester units or 45 quarter units = 1 year of experience.)

**Salary & Benefits**

The salary range for this position is $123,526 - $136,200 annually plus an additional 3.35% management incentive which would be a total of $127,664 - $140,762 and an attractive benefits package. For instructions on how to apply, please [**click here**](https://adkexecutivesearch.com/wp-content/uploads/2022/10/SMF-Air-Service-Development-Manager.pdf) to see the recruitment brochure, or visit the searches tab at [www.adkexecutivesearch.com](http://www.adkexecutivesearch.com).

**Posting closes December 7, 2022.**