**The Hillsborough County Aviation Authority Invites**

**Applications For Director of Airport Concessions**

The Hillsborough County Aviation Authority is seeking a Director of Airport Concessions. The Director is responsible for the development, implementation and management of food and beverage, retail, advertising, passenger services and vending for all airport terminals and Authority properties. The Director’s responsibilities include developing a strategic plan that includes recommendations for building a sustainable program with budgets and forecasts. The Director evaluates, develops and manages all airport concession agreements and ensure compliance with ACDBE rules and regulations. The Director stays apprised of current trends to develop strategies and opportunities and determines the best and most appropriate use of Airport property and spaces in order to maximize revenues and ensure customer satisfaction. The Director prepares and presents reports on concession performance and analyze sales and revenue trends. The Director manages and collaborates with a team of internal and external stakeholders to maintain optimum customer service and contract compliance. The Director will also recruit train, coach, and mentor a team of managers responsible for program management and compliance.

**The Ideal Candidate**

The Director of Airport Concessions will have a 4-year degree from an accredited college or university, and at least 5 years’ progressively responsible experience in planning, developing and implementing successful airport concessions programs, including negotiating and administering revenue-generating contracts. An equivalent combination of experience and training may be accepted. The successful candidate will have experience, knowledge and understanding of budgeting, retail or food service operations, the administration and management of contracting documents and compliance with policies and procedures.

**Salary & Benefits**

The starting salary range for this position is $150,000 - $160,000 depending on candidate’s experience, with the top of range being achievable for the exceptional candidate. For instructions on how to apply, please [**click here**](https://adkexecutivesearch.com/wp-content/uploads/2022/11/TPA-Director-of-Airport-Concessions.pdf) to see the recruitment brochure, or visit the searches tab at [www.adkexecutivesearch.com](http://www.adkexecutivesearch.com).

**Posting closes January 8, 2023.**