

## **Vice President, Real Estate**

### **The Hillsborough County Aviation Authority**

Description: The Hillsborough County Aviation Authority is seeking a Vice President, Real Estate. The Vice President of Real Estate is responsible for the strategic leadership, management and coordination of all Real Estate leases, contracts, agreements, and Real Estate Development for the Authority at all operated airports. This position oversees the administration and maintenance of the Authority's comprehensive real estate database and works closely with the Airport's Finance and Legal Affairs departments to ensure appropriate billing rules and parameters for all Real Estate leases and agreements. The Vice President of Real Estate proactively manages the airport's relationships with airline properties' representatives and local station managers to facilitate all airline-airport contractual and development issues, and to ensure consistency and compliance with agreements. This position also assists in the preparation of airline revenue forecasts for incorporation into annual budgets and amendments. The Vice President of Real Estate oversees the management of negotiations associated with Real Estate transactions and monitors other potential areas that might present risk or opportunity for each transaction and venture.

Minimum Requirements: Bachelor's Degree with an emphasis in business or public administration, contracts/property management, or equivalent work experience and at least five years of experience in airport/airline and real estate contracts and property management. The incumbent's experience should include work at a medium or large hub airport or with an airline in its properties division and should reflect a clear understanding of airport property management, airport/airline economics, and the ability to interpret contractual agreements and their provisions.

Salary/Benefits: The salary range for this position is \$220,000+ depending on candidate's experience. Additional annual compensation as an incentive bonus based on organizational performance is available and determined yearly. The 2020 bonus for this position equated to 11% of annual salary. There is an extraordinary benefits package. The Authority has adopted a flexible work environment and administrative staff are currently maintaining a schedule of three (3) onsite and two (2) remote work days.

Submission Deadline: **Open Until Filled (Applicants will be screened as received. We encourage you to apply as soon as possible.)**

Who to Contact: <https://adkexecutivesearch.com/wp-content/uploads/2022/03/TPA-VP-of-Real-Estate.pdf>