

# Austin-Bergstrom International Airport Invites Applications for Airport Chief Officer – Business and Finance



Austin-Bergstrom  
International Airport

Best Place to Live in the U.S. for the  
3<sup>rd</sup> Year in a Row

U.S. News & World Report – 4/08/2019

No. 2 Hottest Startup Cities in America

Inc. – 8/14/2019

Best Place to Buy a House Among 64 Cities  
with 300,000+ Population

WalletHub – 8/27/2019

LIVE MUSIC CAPITAL OF THE WORLD



The Capital of Texas, “Live Music Capital of the World”, and a growing film center, Austin has worldwide attention as a hub for its festivals and health, education, business, and sustainability sectors. Austin’s population has doubled in size every 20 years since 1900 and projects record-breaking growth into the next decade and beyond.

Austin is an incredible place to live, work, play, and invest. The U.S. Census Bureau ranked Austin as the 11<sup>th</sup> largest city in the country and it has been listed in 50+ local and national “Best” lists for business, cost of living, entertainment, and quality of life since 2011.



BRAGGING  
RIGHTS  
ECONOMY

AUSTIN

One of the Top Fintech Locations of the Future,  
1st place for Innovation & Attractiveness

fDi Intelligence - 8/15/2019

No. 11 Best Places to Find a Job

WalletHub - 2018

No. 6 in the Top 10 Market Report

PwC & the Urban Land Institute – 2019

Austin Metropolitan Area Added 24,400 New  
Jobs between July 2018 – 2019

Texas Workforce Commission & U.S. Bureau of Labor Statistics



Located at the edge of the Texas Hill Country, a rolling terrain of limestone bluffs, springs, rivers and lakes - Austin's climate is ideal for year-round jogging, cycling and hiking on the City's many trails or swimming at Barton Springs or one of the area's many other swimming holes. There are a number of excellent golf courses, as well as rowing, kayaking, canoeing, paddle boarding, camping, rock climbing, disc golf, mountain biking, fishing, and more.

*Austin has something for everyone.*

Runner-up for best U.S. Airport 2019  
-Wall Street Journal

9.6% Passenger Increase 2018-2019

17.3 Million Passengers in 2019

\$7.6 Billion Economic Impact to the  
Central Texas Region

29,000 sq. ft. of Retail & Concession  
Space Added in 2019

Austin-Bergstrom International Airport (AUS<sup>®</sup>), is the airport of choice for Central Texas, flying to over 63 destinations with 17 carriers. Currently experiencing an almost 10% annual growth in PAX, it is the 2<sup>nd</sup> fastest growing airport in the U.S. AUS<sup>®</sup> is owned and operated by the City of Austin, through its Department of Aviation.



### 2019 Airport Fun Facts - Keeping It Local

- 35.9 tons of finger-licking brisket sold.
- 1,603,602 tacos sold.
- 1,327 live music performances in 2019.
- 489 kegs of Real Ale Axis IPA, and 3,000 bottles of Austin's Tito's vodka were consumed at AUS.
- 12,101 guitar picks sold in 2019.



# CAREER OPPORTUNITY

## Airport Chief Officer – Business and Finance

Austin-Bergstrom International Airport is proud to offer an exciting and unique opportunity for a team member who is motivated to shape the future of AUS. The AUS team is passionate about what our airport has to offer to the Central Texas region and is seeking a professional who will share this passion. A great work environment makes this an ideal opportunity for a highly-motivated and results-oriented individual who would like to join AUS in working hard toward our strategic vision.

Austin City Council adopted six Strategic Outcomes and Indicators in 2018 as part of its Strategic Direction 2023 to improve quality of life and civic participation in the Austin community over the next three to five years. The Airport Chief Officer - Financial and Business reports to the AUS Chief Executive Officer (CEO) who reports to an Assistant City Manager, who oversees the Mobility Strategic Outcome. The Airport Chief Officer - Financial and Business will be responsible for supporting department programs and initiatives as it relates to the Strategic Outcomes. For more information, visit [Austin Strategic Direction 2023](#).

The Airport Chief Officer - Financial and Business position is responsible for directing the organization's financial planning (short and long-term) and analysis, development and monitoring of operating and capital budgets, accounting, treasury and investment, securing funding, airline rate setting and related contractual relationships and airport relationships with lending institutions, bondholders and financial institutions. This position is responsible for working with the Deputy Chief over Revenue to develop and implement short and long-term strategies to maximize non-aeronautical revenue.

### Essential Duties:

- Lead strategic and business initiatives related to growing all airport revenue areas, which includes airport concessions and rental car activities, parking, ground transportation, commercial properties /real estate development, FBOs, and cargo.
- Provide oversight of the organization's financial planning and analysis, including the development of objectives and guidelines pertaining to the budget process and use of airport funds.
- Leads negotiation of agreements with airlines and other tenants as appropriate, particularly as it relates to financial impacts and airline rates and charges.
- Oversee the development and implementation of commercial management initiatives, programs and projects.
- Identify and capitalize on short and long-term revenue generation opportunities.
- Provide leadership, guidance, and coaching to staff, inspiring a collaborative, consensus-driven, and collegial culture that is high performing and results focused.

For a complete job description, [click here](#).

AUS is a dynamic organization and the successful candidate must be willing to lead through a changing environment successfully. The candidate selected will be an individual who can support and lead the AUS strategic vision, mission and outcomes.

# Airport Chief Officer – Financial and Business

## Minimum Qualifications

Graduation with a Bachelor’s degree from an accredited college or university in Public or Business Administration, Finance, Accounting, or in a field related to the job, plus at least eight (8) years of senior-level experience in financial positions at airports, airlines, or comparable organizations, including six (6) years of experience in a managerial or executive capacity. Graduation with a Master’s degree from an accredited college or university may substitute for up to two (2) years of the required experience.

## The Ideal Candidate

The ideal candidate shall think strategically and have experience in enhancing a service-oriented work environment while planning, organizing, directing, and evaluating the performance of assigned team members; establishing performance requirements and personal development targets; and providing coaching to enhance performance and continuous development of teams. Candidates should have a proven track record of building strong, collaborative relationships with stakeholders of all kinds. Candidates should also be comfortable working in a fast-paced environment and have the capacity to drive forward with high priority initiatives while managing daily workload. The next Airport Chief Officer – Business and Finance will need to be a confident decision maker with a track record of producing results, an effective and empathic communicator skilled at building relationships, and have the ability to build collaborative partnerships with stakeholders.

Because of the extent and scope of the upcoming capital projects program, it is desirable that candidates have experience in a leadership role in large scale capital programs. Experience should include directing the organization’s financial planning (short- and long-term) and analysis, development and monitoring of operating and capital budgets, accounting, treasury and investment, securing funding, airline rate setting and related contractual relationships and airport relationships with lending institutions, bondholders and financial institutions, managing contracts, and achieving performance metrics.

## Salary and Compensation

The salary range for this position is \$225,000 to \$250,000 depending on qualifications. The benefits package includes medical, dental and vision coverage, life insurance, compensated leave, short-term disability, and retirement benefits. The City is a member of the Proportionate Retirement Program. Optional benefits include supplemental life insurance, a 457 deferred compensation plan, long-term disability plan, and a legal plan. [Click here](#) to learn more about the City’s employee benefits. Reasonable relocation benefits will be provided to the successful candidate.

## Application & Selection Procedure

To ensure consideration, candidates should apply by April 1<sup>st</sup> 2020. To apply, candidates must provide a comprehensive resume, and cover letter online via the City of Austin jobs website. [Click here to be routed to the online application](#). Interested candidates should apply early in the process for optimum consideration. This position is open until filled.

For more information on this position, candidates may contact Doron Silberstein, HR Consultant – Employment Services [Doron.silberstein@austintexas.gov](mailto:Doron.silberstein@austintexas.gov)



Information submitted for consideration may be made available to the public in compliance with the Texas Open Records Act.

*The City of Austin is committed to compliance with the American with Disabilities Act. Reasonable modifications and equal access to communications will be provided upon request. For assistance, please contact 512-974-3210 or Relay Texas 7-1-1.*

