

Areas Invites Applications For Vice President of Business Development

Areas US, which operates restaurants and retail stores in nine airports and nine travel plazas throughout the United States, is seeking a Vice President of Business Development. The Vice President develops, leads, and manages the team that is charged with retaining, identifying, attracting, and establishing new client relationships to grow Area's core business – airport concessions. The VP is responsible for creating a "road map" for the department, detailing the department's goals, objectives, and associated initiatives in alignment with the company vision. The VP establishes and maintains relationships with landlords, stakeholders, brand partners, ACDBE's, and the company leadership to grow the company through the bid solicitation process and through M&A. He or she works in concert with the executive team in setting strategic directions and leads initiatives to support the strategy. The VP meets with business prospects to engage airport leaders, understand business requirements, communicate the company's portfolio of services, and develop a strategic pipeline for future growth. He or she leads the process of developing new business, from the initial meeting, through the proposal process to contract award, negotiation, and implementation. The VP maintains contact with clients, including airport staff and senior leadership, brand representatives, and ACDBE partners, and is a strong advocate and representative of the company and its products. The VP is the company's lead representative within the industry and its various associations, i.e., ACINA, AAAB, AMAC, and ARRA. The selected candidate is not required to reside in Miami, although Areas' U.S. corporate headquarters is in this location. The VP can anticipate travel between 25% - 50% of total work hours.

Candidate Skills and Qualifications

The successful candidate for this position will have a 4-year degree from an accredited college or university with a degree in business or another related field. A master's in business administration is a plus. The VP will also have at least 10 years of progressively responsible experience in business development and experience in managing complex relationships with multiple stakeholders within the travel industry, preferably in an airport environment. Skills, knowledge, and abilities equivalent to education may be considered. He or she will be an effective and supportive team player and have the ability to deliver long- and short-term plans and to develop, lead, and hold team members accountable for objectives and deliverables. He or she must display strong interpersonal, relationship-building and negotiation skills with a track record for developing and maintaining internal and external relationships. The VP must be able to plan and direct multiple projects simultaneously, while paying close attention to detail, with a strong sense of accountability and follow-through. The successful candidate will have outstanding written, verbal, and interpersonal communication skills and understand how to navigate sensitivities in airport environments including an appreciation for decision making parameters.

Salary & Benefits

Total compensation for this position is highly competitive with market, includes an incentive bonus and is accompanied by a generous benefits package with 100% company paid medical, dental, and more. For instructions on how to apply, please [click here](#) to see the recruitment brochure, or visit the searches tab at www.adkexecutivesearch.com.

Filing Deadline: August 7, 2022