



JOB OPPORTUNITY ANNOUNCEMENT

JOA # 26-08

TITLE: Managing Director, Airport Affairs

VISION/DEPARTMENT: Legislative & Regulatory Policy

REPORTS TO: Senior Vice President Legislative & Regulatory Policy

DATE: 07/01/2026

GRADE: EXEMPT

POSITION SUMMARY:

The Managing Director, Airport Affairs, advocates for and coordinates airline industry positions on airport policy, finance and business issues. This position develops consensus on regulatory and legislative initiatives, represents the industry on airport funding and financial matters and works closely with airline members, the Federal Aviation Administration (FAA), airports and other stakeholders to promote compliance with federal policies and advance the strategic objectives of the Airport Affairs Council. The role also collaborates with internal departments on airport environmental, safety, security, operational, legislative and communications initiatives affecting the U.S. airline industry.

DUTIES AND RESPONSIBILITIES:

- Lead Airport Affairs Council and advocacy for members on airport affairs/corporate real estate, financial, governance and business matters (i.e., rates and charges, revenue diversion, Passenger Facility Charges (PFCs), the Airport Improvement Program (AIP), capital development, noise, privatization and governance).
- Plan and conduct all council meetings and provide meeting summaries and communication on key action items.
- Coordinate development of all council strategic goals and objectives in support of A4A Strategic Plan.
- Oversee Airport Working Group tasked with compiling data and work product to accomplish Council objectives.
- Maintain airport benchmarking data and communicate relevant data and resources available on the member portal.
- Review rating agency reports & alerts and communicate relevant information to members.
- Plan and manage all aspects of the Airport Affairs Conference, an educational event for roughly 100 attendees, including agenda, logistics, speakers and sponsors.
- Monitor airport compliance with federal policies and procedures and communicate concerns to airline members and relevant internal departments.
- Liaison with FAA Airports on all compliance matters, educate officials on airline views, and foster a positive relationship through informal meetings, roundtable council discussions and industry events.
- Provide internal support and guidance on policy issues involving the PFC, AIP, FAA reauthorization, airport privatization, Department of Transportation (DOT) Rates and Charges Policy, and the DOT Revenue Use Policy and revenue diversion.
- As subject matter expert, draft materials (issue briefs, slide decks, white papers, airport summaries, etc.) and review communications (letters, website content, emails, etc.) on airport affairs matters.
- Work with other A4A councils and committees on issues of mutual concern or relevance.
- Serve as A4A designated ex officio member of the airport oversight committee responsible for administering a \$15 million annual research program authorized by Congress.

QUALIFICATIONS:

- Undergraduate degree required; graduate degree desirable
- Minimum of 10 years of aviation-related experience preferred; airline real-estate knowledge strongly preferred
- Strong written and verbal communication skills
- Demonstrated leader with the ability to foster and grow relationships

- Knowledge of aviation policy, experience with federal agencies and trade associations are beneficial
- Ability to work independently and multitask

WORK ENVIRONMENT:

If approved by the department supervisor, A4A employees have the option to work from home on Fridays. All employees are expected to work in the office Monday through Thursday.

SALARY INFORMATION:

The annual salary range for this position is \$170,000 to \$200,000. Typically, new hires are brought into the organization at a salary between the minimum and midpoint for the role, depending on experience, qualifications and internal equity.

COMPETITIVE BENEFITS:

Choice of medical plans plus free life, dental and vision coverage. 401(k) with matching contributions, airline travel privileges, a tuition reimbursement plan and 12 weeks of fully paid parental leave.

HOW TO APPLY:

Interested applicants should send a cover letter, resume and salary requirements to hr@airlines.org, attention JOA# 26-08.

Equal Employment Opportunity