JOB OPPORTUNITY ANNOUNCEMENT

JOA #: 26-10
TITLE: Managing Director, Taxes
DIVISION/DEPARTMENT: Legislative and Regulatory Policy/Tax
REPORTS TO: Sr. Vice President, Legislative and Regulatory Policy

DATE: November 19, 2026
GRADE: EXEMPT

POSITION SUMMARY:

The Managing Director, Taxes, is responsible for serving as a strategic advocate and trusted advisor to member airlines on a broad range of federal, state, local and international tax matters affecting the aviation industry. The managing director collaborates with Airlines for America (A4A) tax representatives to identify, assess and address legislative, regulatory, compliance and audit-related tax issues that impact the industry's overall tax burden. The managing director develops and implements policies and advocacy strategies that advance the interests of member airlines and promote favorable tax outcomes. Areas of responsibility include federal and state income taxes, property taxes, sales and use taxes, fuel taxes, franchise taxes, excise taxes, passenger ticket taxes and fees, international value-added taxes (VAT) and other foreign tax regimes.

DUTIES & RESPONSIBILITIES:

- Prepare and present testimony at federal, state, local and international tax hearings before legislative, regulatory and administrative bodies.
- Coordinate industry tax litigation with A4A Office of General Counsel.
- Act as staff coordinator for the A4A Tax Committee. Arrange meetings; maintain agendas and minutes and follow-up on action items.
- Plan and facilitate industry meetings with federal, state and local tax authorities to discuss industry issues.
- Organize and hold taxation workshops to educate industry members on tax issues, identify audit trends and identify issues on which the industry should focus its attention.
- Serve as the primary liaison between A4A and the IRS and U.S. Treasury Department.
- Work closely with A4A's state and local government affairs staff and consultants on tax issues in various states and localities. Consult with A4A Global Government Affairs where appropriate.
- Engage with industry stakeholders to develop and advocate industry consensus positions on tax matters.
- Develop relationships with third party stakeholders, including but not limited to tax advocacy organizations, tax policy foundations and regional trade associations.

QUALIFICATIONS

- Must have a minimum of five years' tax experience. Other corporate, government or congressional tax experience desirable.
- Bachelor's degree in accounting, finance or other related field required. CPA or JD preferred.
- Computer skills – proficient in Microsoft Office suite.
- Excellent written and verbal communications skills.
- Ability to facilitate communications and develop consensus among members and other stakeholders in a professional, positive manner.
- Prior experience preparing and presenting testimony at legislative or other hearings.

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 $180,000 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# 26-10.

Equal Employment Opportunity