

One company.
One brand.
One Vision.

IT'S ALL ABOUT THE OPPORTUNITY Corporate



The Opportunity: Vice President Business Development - THS

Reports to: President, THS

Company Summary: Delaware North Companies, Corporate office is the home of nine independent operating units, which offer worldwide capabilities from airports to national parks to gaming and sporting destinations, hotels and restaurants and unsurpassed cuisine. Please visit www.delawarenorth.com.

Your Role: Will be responsible for all aspects of Delaware North Travel Hospitality Services (THS) business development. Identify opportunities to strategically grow THS. Develop strategies for identifying and contacting potential new business contacts that fit within the THS acquisition philosophy. Develop, deliver and evaluate the THS brand in the industry. Establish and maintain appropriate industry relationships at all levels to ensure company maintains appropriate knowledge of business and market trends. Develop and deliver strategies for trade shows and conventions. Work to establish recognition of THS in the marketplace. Communicate with subsidiary executives to ensure information and knowledge regarding new business opportunities and retention of existing business is continually shared. Administer marketing strategies, policies, procedures and programs to ensure growth. Collaborate across company lines in new business development role. *This position will be located in Buffalo, NY.*

Our Expectations: Position requires experience in the airport industry. Knowledge of food, beverage and retail businesses in a contracted environment is necessary. Excellent interpersonal and communication skills required to establish and maintain appropriate industry relationships. Bachelor's degree with emphasis in marketing or business administration and 10 years in marketing, business development or related field is necessary. Will be required to travel up to 50% to new and existing accounts and markets.

Contact: If you would like additional information about this opportunity, please contact Ned Stainsby via email at nstainsb@dncinc.com

