

The Metropolitan Washington Airports Authority

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Position Title	Business Development Manager Real Estate
Announcement No.	MWAA-17-12118
Grade and Salary Range	Based upon Experience
Position Type	Non Career (NTE, 4 years and 5 month)
Location	Washington Dulles International Airport, Office of Real Estate
Opening Date	01/08/2018
Closing Date	1/22/2018

ABOUT US:

Have you ever wondered who runs Reagan National Airport? Or Dulles International Airport? Or the Dulles Toll Road? We do! We're the Metropolitan Washington Airports Authority and we're looking for talented, enthusiastic people to help us continue our tradition of outstanding service to travelers in the Washington Metropolitan area. In 2016 alone, we served more than 44 million air passengers. We offer an array of benefits programs, including vacation, retirement, and health benefits. Whether you are traveling the world or plotting your career path, your journey begins with us.

Our Core Values are: **MUTUAL RESPECT...INTEGRITY...PRIDE...COLLABORATION**

To review our benefits information please [click here](#).

JOB SUMMARY:

- Real Estate Business Development Manager
- This is a non-career, term position.
- Works under the general supervision of the Deputy Vice President for Real Estate Business Development.
- Serves in the Real Estate Business Development Department in the Office of the Executive Vice President and Chief Revenue Officer at Washington Dulles International Airport.

Identifies and explores new real estate and business development opportunities at multiple greenfield sites at Washington Dulles International Airport (IAD) to maximize land utilization and generate new revenue. Performs related functions.

To review the description of duties, please [click here](#).

Please note: You should review this job description, in particular the knowledge, skills and abilities (KSAs) requirements listed. Please reply to KSAs one (1) through (3) only. **In the application process, you will be asked to relate your experience, training and education to the KSAs in a narrative format.** The rest of the KSAs will be assessed during the application process.

We would suggest that you prepare your responses off line and paste them into the assessment questionnaire. If the required information is provided in your resume, please direct the reviewer to the specific section of the document where this information can be found.

MINIMUM QUALIFICATIONS:

To be rated qualified for this job, an applicant must meet all of the MQs listed below at the time of vacancy announcement closure.

1. A Bachelor's Degree in Economic Development, Real Estate Development, Business Administration, Marketing, Financial Management or a related field, or an equivalent combination of education, experience and training that totals four years.
***Please note:** A fully equivalent combination of education and training beyond what is needed to satisfy the education requirement may be used to substitute for up to two of the ten years of experience. For example, a Master's Degree may substitute for two years of experience.*
2. Ten years of progressively responsible experience in strategic business development including:
 - a) successfully developing land and business in the Commonwealth of Virginia, State of Maryland and/or District of Columbia; and
 - b) specialized experience in strategic business management (planning, organizing, directing, monitoring and evaluating the business development process).
3. Must have a valid state driver's license in good standing.

PREFERRED QUALIFICATIONS:

1. A Master's Degree in Economic Development, Urban Development, Urban Planning, Real Estate Development, Business Administration, Marketing, or Financial Management, or a related field or an equivalent combination of education, experience and training.
2. Experience successfully developing land and business in Loudoun County, VA.

HOW YOU WILL BE EVALUATED:

Once the application process is completed, a review of your resume and supporting documentation will be done to determine if you meet the minimum qualification requirements. There is an Assessment questionnaire(s) that you must complete. Your resume and supporting documentation will then be compared to your responses to the assessment questionnaire(s). If a determination is made that your application does not support your responses, which you provided in the assessment questionnaire, your application will not receive further consideration for this announcement.

OTHER INFORMATION:

A background security investigation will be required for all new hires.

**EOE
#WP**