



**We are the Orlando International Airport! The Greater Orlando Aviation Authority (GOAA) operates OIA and the Orlando Executive Airport. Our airport is a world-class facility serving more than 42 million guests each year and growing.**

## **MANAGER, COMMERCIAL DEVELOPMENT**

Assist the Senior Director of Concessions and Commercial Properties in generating optimum revenue through the effective management, marketing and development of assigned commercial properties at Orlando International Airport and Orlando Executive Airport. Serve as a primary contact for dealings with assigned properties. Manage multiple lease related tasks and assignments and communicate regularly with real estate community. Prepare financial analysis of new lease opportunities, amendments and renewals. Negotiate lease terms and conditions for new agreements, amendments and renewals of existing long-term leases. Perform other duties as assigned.



### **MINIMUM REQUIREMENTS:**

Bachelor degree in business administration, finance, real estate development or related field and five (5) years of commercial real estate and asset management experience including dealing with commercial real estate owners, tenants and users, brokers, developers and consulting firms, or an equivalent combination of education, training and experience.

Supervisory experience required; airport commercial management experience preferred.

Considerable knowledge of commercial real estate leasing practices and the ability to negotiate and present lease terms and conditions.

Computer skills required in Microsoft Word, Excel, PowerPoint, Adobe and database applications required; familiarity with PROPworks and OASIS is desired.

Must have knowledge of principles, practices, techniques, and methodologies of commercial real estate business, public administration and airport management.

Must have demonstrated ability to plan, schedule, organize, prioritize, and manage multiple projects and the ability to understand and interpret complex lease documents.

Knowledge of standard industry management practices and techniques to assist tenants and users in developing space requirements, layouts, designs and timetables for build-out of tenant space.

Florida Real Estate Broker's License, SIOR, CCIM or other Commercial Real Estate designation preferred.

Valid Florida driver license required.

**To apply, please [click here](#) or visit us at:**

<https://orlandoairports.csod.com/ats/careersite/search.aspx?site=1&c=orlandoairports>

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