



## Careers

### Airport Commercial Development Manager

Join our dynamic team at Kelowna International Airport! Long-term growth leads to business success — and here at Kelowna International Airport – YLW we welcome team members who can help push our vision forward. We're currently searching for an experienced Airport Commercial Development Manager who will be responsible for identifying, marketing and progressing commercial development opportunities for the airport. Our ideal candidate will be able to identify and attract commercial developers, manage the engagement process, negotiate commercial interest and intent, and develop and maintain airport tenant and developer relationships.

Help Kelowna International Airport continue to be an *Airport of the Future*. Our diverse and dynamic team strives to innovate to make things better, work as one team, serve proudly, and lead responsibly. As the Airport Commercial Development Manager, you will be responsible for planning, coordinating, and leading all commercial related initiatives intended to generate and grow aeronautical and non-aeronautical revenues in the areas of commercial, retail, and light industrial developments.

You have a university degree or related industry experience specializing in property management or sales in business or a related commercial development field. Ideally you have a minimum of five years progressive related experience in commercial development with a focus on revenue development and airport tenant relations. You have demonstrated success in working with commercial developers and producing development opportunities. You have a proven ability to build partnerships with industry, government, and non-governmental organizations to ensure efficient program delivery. A working knowledge and understanding of federal regulations related to on-airport commercial development would be beneficial, as would experience working with airport tenants, and federal departments such as Transport Canada.

What you will do:

Manage and oversee the leasing, marketing, and development of non-aeronautical revenue sources at the airport, including retail, food and beverage, advertising, car rental, parking, land development, and other commercial opportunities.

Create and negotiate agreements with airport tenants, developers, and service providers to ensure compliance with terms and conditions and optimize revenue generation and customer satisfaction.

Conduct market research and analysis to identify and evaluate potential commercial opportunities and develop business cases and proposals for new initiatives and projects.

Develop and implement strategies, policies, and procedures for the airport's commercial program, in alignment with the airport's master plan, strategic plan, and corporate objectives.

Prepare and present reports, presentations, and recommendations to senior management and the airport board on commercial matters and issues.

Live, work and play in one of Canada's fastest growing cities. Kelowna boasts miles of lake access, public areas and outdoor recreation opportunities, a vibrant downtown and cultural scene, healthy and connected neighbourhoods, and a world-renowned College and University. You're only a quick link to the world via the Kelowna International Airport. Grow your career in an organization that supports employee work-life balance and career and professional development. This exempt position offers a salary range of \$113,000 to \$132,000, employer-paid comprehensive benefits, an earned day off program, paid vacation and one of Canada's top pension plans.

Apply online at [Kelowna.ca/Careers](https://kelowna.ca/careers) by June 23, 2024