



Careers

Senior Manager, Air Service Development

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 Senior Manager, Air Service Development who will be responsible for leading the development and implementation of strategies and initiatives to support the attraction and retention of air services at Kelowna International Airport.

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 Senior Manager, Air Service Development, you will be responsible for the planning and execution of strategies and senior level airline engagement to retain and expand air service. You will also develop and execute short and long-term domestic and international air service development strategic objectives, key initiatives and tactical plans for air service expansion and retention. This position is also responsible for negotiating significant financial and incentivized agreements with senior level airline executives concerning new or expanded air service which drives airport aeronautical and non-aeronautical revenue.

You have a university degree in Aviation Management, Business Administration, Finance, Economics, or a related field supplemented by a minimum of seven years progressive related experience in an airport, airline, consulting, or other aviation related role. Knowledge and understanding of commercial aviation trends, principles and practices of aviation market research and analysis, airline network planning, various airline business models, and other elements of commercial aviation. Experience developing air service agreements for an airport or an airline. Equivalent industry skills, knowledge and experience is acceptable. An understanding of Federal and Provincial funding programs would be considered an asset.

In addition, you have a proven ability to build partnerships with internal stakeholders, community leaders, senior airline officials, and governments to market and promote short and long-term domestic and international air service strategic objectives. Excellent interpersonal and teamwork skills. Ability to establish and maintain relationships and community/business outreach initiatives to enhance the Airport's air passenger and cargo services. Professional work ethic, politically astute, effective communicator and negotiator, effective relationship builder, decisions, analytical problem solving, report analysis, conceptualization, computer, and business writing.

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 \$127,000 – 148,000, 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 19, 2024