



City of  
**Kelowna**

## Careers

### Alternative Revenue Manager

Join our dynamic team!

Help create Kelowna as *a City of the Future*. Our diverse and dynamic team strives to innovate to make things better, work as one team, serve proudly, and lead responsibly. The Alternative Revenue Manager is responsible for developing, leading, implementing, and managing the City's corporate Alternative Revenue Program. The position will develop an alternative revenue program that includes sponsorship, philanthropy, and innovative revenue opportunities to generate new alternative revenue streams and create high-impact partnership opportunities. The successful candidate works collaboratively across all City divisions and builds strong relationships with external organizations, stakeholders, consultants, and partners to support Council priorities and advance the City's strategic priorities.

An experienced professional with excellent innovation, interpersonal, communication, and negotiation skills, you hold a Bachelor's degree in Business, Finance, or Marketing, and a minimum of 5 years of related leadership level experience in alternative revenue generation. You are creative and solutions oriented with an ability to articulate project benefits and negotiate effective outcomes. You are a relationship builder with impeccable interpersonal skills and have an ability to prioritize and meet deadlines in a multi-faceted portfolio. You are a self-starter that balances individual and team dynamics in a government or public sector environment and demonstrate an understanding of political nuances, approaches, and strategies.

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 neighborhoods, 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 \$107,800 to \$125,700 employer-paid comprehensive benefits, an earned day off program, paid vacation and one of Canada's top pension plans.

The City of Kelowna is committed to being an organization that values and reflects its community's diverse population, and to fostering an equitable, inclusive and progressive work environment where everyone can be their authentic self and feels a sense of belonging.

For further information or to apply, please check our website at [www.kelowna.ca/careers](http://www.kelowna.ca/careers)

Applications must be received by the end of day **March 30<sup>th</sup>, 2025**.

*Applicants not contacted within three weeks of the closing date are thanked for their interest.*