

Careers

Director of Commercial & Air Service

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 Director of Commercial and Air Service to lead, direct and oversee all aspects of YLW's commercial activities including all commercial development, air service development, and business and community relations. Leads commercial programs including master planning, land use planning and tenant development; including the development of commercial opportunities such as Food and Beverage and other commercial service levels and passenger experience improvements.

The Director of Commercial and Air Service conceptualizes, develops, and implements strategic plans in support of airport development and growth, and the diversification of aeronautical and non-aeronautical revenues. The incumbent is accountable for the oversight of multimillion-dollar annual commercial budget and the successful implementation of numerous projects each year.

Help YLW 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. The incumbent works in close collaboration with the Chief Executive Officer, members of the senior leadership team and a wide network of internal and external contacts and partners. The incumbent also leads a multidisciplinary team.

You have an undergraduate degree in Business, Economics, Aviation Management, or Marketing, plus 10 years of directly related experience; *or* a minimum of 15 years of recent directly related experience in a similar role.

Directly related experience must include:

- Minimum of five (5) years of progressive experience in commercial aviation, transportation management, airport business development, airline or airport operations.
- Minimum of five (5) years of leadership experience managing diverse teams in a complex, safety-sensitive operational environment.
- Proven track record in negotiating airline agreements and driving new route development.
- Demonstrated experience in commercial lease management, concessions planning, and maximizing non-aeronautical revenue streams.
- Strategic understanding and demonstrated experience in government advocacy on a local, provincial and federal level.

You are familiar with airline route analysis tools and commercial forecasting. You have an in-depth understanding of airport commercial operations, airline business models and route development strategies complemented with a knowledge of aviation industry trends, regulatory frameworks, and airline market dynamics. You are familiar with industry standards, best practices and security, risk management and regulatory requirements related to all aspects of airport commercial and air service program management and performance standards. In addition, you have excellent interpersonal and teamwork skills, a professional work ethic, and are an effective communicator, negotiator and relationship builder. You are a critical thinker with an analytical problem-solving focus.

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 \$150,000 – 175,000 (salary range currently under review), employer-paid comprehensive benefits, an earned day off program, paid vacation and one of Canada's top pension plans.

For full position details and to apply online, please visit kelowna.ca/careers by November 30, 2025