

Careers Manager, Commercial and Business Development

Join our dynamic team at Kelowna International Airport! Long-term growth leads to business success — and here at Kelowna International Airport – YLR we welcome team members who can help push our vision forward. We're currently searching for an experienced Manager, Commercial and Business Development to lead initiatives that drive commercial growth, diversify revenue streams, and maximize the value of airport lands and assets.

This role is responsible for identifying, developing, marketing, and advancing commercial development opportunities that support the Airport's long-term strategic and financial objectives. The Manager, Commercial Development plays a key role in generating and growing both aeronautical and non-aeronautical revenues through commercial, retail, and light industrial development opportunities, while fostering strong relationships with tenants, developers, industry partners, and stakeholders.

Help YLR continue to be an Airport of the Future. Our diverse and dynamic team strives to innovate, work as one team, serve proudly, and lead responsibly. Reporting to the Senior Manager, Commercial & Business Development, the Manager works closely with airport leadership, City departments, developers, tenants, and industry partners to advance commercial opportunities and support the Airport's long-term growth strategy.

You bring:

- A bachelor's degree in Business Administration, Real Estate, Urban Planning, Economics, or a related field. An equivalent combination of education and experience may be considered.
- A minimum of five (5) years of directly related experience in commercial development, real estate, leasing, business development, or a related discipline.
- Experience managing commercial contracts, lease negotiations, developer relationships, or business partnerships.
- Strong knowledge of commercial real estate development, lease administration, property management, and revenue generation strategies.
- Demonstrated ability to build relationships, negotiate effectively, and influence outcomes with a wide range of stakeholders.
- Experience conducting market analysis, financial assessments, and business case development.
- Excellent communication, project management, and strategic planning skills.

Knowledge of municipal, aviation, transportation, or public-sector development environments would be considered an asset. Live, work and play in one of Canada's fastest-growing cities. Kelowna offers unparalleled access to outdoor recreation, a vibrant downtown and cultural scene, and a strong sense of community. Enjoy a rewarding career with an organization that supports work-life balance and professional growth.

This exempt position offers a competitive salary of \$126,000 to \$147,000 annually (currently under review), employer-paid comprehensive benefits, an earned day off program, paid vacation, and participation in one of Canada's top pension plans.

For full position details and to apply online, please visit kelowna.ca/careers by July 30, 2026