

The Opportunity: Manager, Business Development

SUMMARY:

Reporting to the President and CEO, the Manager, Business Development leads the effort to optimize revenue from both aeronautical and non-aeronautical sources. This includes passenger and cargo airline services and land development including the attraction of aviation related business to London International (LIA).

Key Roles and Responsibilities:

- Provides oversight of the planning, development and implementation of all properties, facility leasing and air services development.
- Leads airport-wide efforts in evaluating the full economic development potential and financial value of airport real estate holdings. Serves as the driving force for the development of these properties.
- Develops, implements and maintains revenue producing streams and enhances strategies for the support of air service development and airline activities.
- Promotes the Airport as an integral part of the community and as a community leader, by increasing awareness of the services offered and building strategic partnerships.
- Research, prepares and delivers presentations to airline officials encouraging improved service and maintaining working relationships with key airline representatives.
- Prepares comprehensive marketing plans identifying goals, objectives, strategies and activities to pursue land development opportunities, and the attraction of aviation related businesses to LIA.
- Works in conjunction with the Marketing and Business Development Coordinator in implementing airline and cargo marketing and promotional programs to inform the general public and business community of airlines and airport facilities and services available.
- Coordinates new airline, passenger retail, or land development opportunities through to their implementation and operation.

Other Responsibilities:

- Represent the Airport at meetings with airlines, tenants and local community groups as required.
- Responsible for the development and implementation of the departmental budget, work plans and strategic plan, including establishing annual objectives and activities and achieving results.

- Knowledgeable and informative about the broader community and economy that influences the operation and success of the London International Airport including: challenging developments or new competition, markets, technology; economic conditions; expansions; competitive business developments; political environment etc.
- Evaluate existing policies and procedures and recommends improvements and innovations, which improve efficiency or service.
- Establish and maintain effective working relationship with other departments and promotes a positive work environment.
- Prepare, maintain and present necessary reports to the President and Senior Management and/or outside agencies as required.
- Act as an ambassador promoting the London International Airport to business and personal associates.
- Maintain departmental files, documents and reference materials.
- Understand and be up to date on all corporate policies that have been established to ensure support and minimize risk of staff, operations and facilities.
- Follow all established health and safety procedures, rules and practices

Knowledge, skills and abilities:

Technical Expertise – Comprehensive knowledge of and an aptitude for land development, airline/airservices development and general business development.

Relationship and Communication Skills – Solid, dynamic and engaging communicator with the ability to in-spire others. Excellent presentation skills. Able to establish new and build upon existing relationships with all stakeholders including public officials, airport tenants, businesses, employees and the general public.

Creative and Strategic – Invests resources in well-designed initiatives. Creates a structure to deliver organization-wide results and achieve objectives. Is open, transparent and collaborative, always looking to new ideas in order to create further efficiencies and opportunities for the organization. Proven ability to balance strategy and the tactical day-to-day operations. Ability to solve challenging problems and provide effective solutions.

Leadership with Integrity – Able to lead through influence and build consensus. Has a proven ability to create and sustain a shared vision, act as a role model and be innovative in finding strategic ways to address the issues. Acts with integrity and strong ethics to foster trust at all levels.

Client Service Skills – Confidence in ensuring that customer's needs are identified and addressed, ensuring appropriate consultation with all members and stakeholders and ensuring timely, cost-effective and quality service.

Personal Management Skills – Demonstrate self-confidence and interpersonal versatility, self-motivation, self-discipline, strong work ethic, initiative, innovation,

perseverance, integrity and political acumen. Excellent organization skills to work on numerous projects and coordinate multiple activities.

Achievement Orientation – Demonstrated planning and project management capabilities. Continuously seeks to stay current and be at the leading edge in his/her field. Driven toward achieving results, understands organizational challenges and is a progressive “idea person”. Committed to excellence, innovation and continuous improvement in the workplace. Encourages others to achieve personal excellence.

Resourceful – Has an entrepreneurial mindset. Seeks out possibilities and potential opportunities; develops new ideas and moves them forward. Utilizes all of the resources available in order to get the job done. Creative and takes advantage of opportunities, while recognizing the necessity of working within limited resources.

Professional Maturity – An honest, open and consistent approach to working with others in the organization. Fair and people-orientated with excellent interpersonal skills. Capable of dealing with difficult situations effectively and efficiently.

Team-builder and relationship-oriented – Possesses a strong ability to work within a team. Embraces the team culture. Builds and motivates a high performance team. Ensures the right people are in the right roles at the right times; fosters commitment, trust and collaboration among staff, leaders and stakeholders. Is astute in establishing and maintaining effective, positive relationships both internally and externally.

COMPENSATION:

A competitive compensation package will be provided including an attractive base salary and excellent benefits. Further details will be discussed in a personal interview.