



Director, Business Development & Community Relations

VICTORIA AIRPORT AUTHORITY

Victoria, BC

In this role, the Director will report directly to the CEO and have several core responsibilities with a sharp focus on the commercial development and maximization of YYJ's assets. This encompasses a broad spectrum of deliverables related to land, lease and tenant activities as well as working closely with key internal and external stakeholders to enhance the economic impact and future of the airport. A primary aspect of this role as Director is to be actively involved in community conversations, proactive outreach to decision-makers in the region plus a liaison function with regional media on issues of importance.

Very much a working Director position, the selected candidate will bring to this role experience in relation to working on commercial agreements and creating economic opportunities for an organization while understanding the unique nature of a 24/7 airport operation and the restrictions applied through Transport Canada on development opportunities. Working closely with the communities YYJ serves, the Director will create a template for the future commercial expansion of the airport while at the same time enhancing existing assets and agreements with tenants and various service providers. Required is a recognized ability to work with various interested parties, contractors, and organizations connected to the airport. As a self-starter and proven project leader, the Director will be a roll-up-the-sleeves member of the YYJ senior team, and have the ability to present detailed plans and information to the CEO, senior management and the Board. The selected candidate will have worked with a variety of community stakeholders in the past where a shared vision was developed, and ideally will understand the special relationship YYJ has with First Nations.

This position will appeal to a candidate who knows how to create a win-win environment in commercial negotiations, contract management discussions, and has created and implemented medium and longer-term strategies to meet the goals and objectives of an organization, agency or institution. It requires a multi-faceted individual who has demonstrated how to work with others in achieving success and being the face of an organization. The new Director will be a highly motivated individual known for their personal and professional integrity. A person who recognizes planning leads to success and that success can take different forms in a public, not-for-profit organization that has a commercial mandate.

If you wish to explore this unique opportunity in a growing and highly regarding organization that has all eyes on its operations, prepare a cover letter and resume and send to **George Madden** and **Shelina Esmail** at www.pfmsearch.com.

Victoria International Airport

Victoria International Airport (YYJ) is the 10th busiest in Canada with over 1.93 million passengers per year. Victoria is well served with more than 100 daily flights throughout North America. YYJ was rated among one of the top ten most loved airports by CNN Travel and was twice named best regional airport in North America by Airports Council International. More than a transportation centre, Victoria International Airport is also source of pride for residents in the region and an economic catalyst and business generator for southern Vancouver Island as a whole.



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