

Director, Commercial Development

A natural deal-maker, you see opportunity where others may not. With strong marketing fundamentals and the ability to persuasively 'tell the story', you bring expertise in developing and implementing revenue growth strategies, including mobilizing resources to broker profitable commercial agreements.

The Greater Moncton Roméo LeBlanc International Airport is seeking a **Director, Commercial Development** to provide leadership in achieving revenue growth, a strong profile in the community, and consistently excellent customer experience ratings by passengers.

Functioning as a business partner to the CEO / Managing Director and other leaders in the organization, this role builds relationships, identifies opportunities, formulates strategies, and leads focused efforts with clear results.

The Director, Commercial Development oversees all areas of the airport's commercial function including air service development, both passenger and cargo; non-aeronautical revenue development; and marketing and communications, including community and public relations. A skilled influencer, this role represents the airport in a variety of contexts related to regional economic development, and, on behalf of the airport, takes the lead on select initiatives.

As part of the airport's senior leadership team, the Director, Commercial Development works persistently and collaboratively to drive financial and operational performance, build an effective airport team, and champion GMIA both internally and externally.

This role requires a minimum of 8 years' experience in progressive roles in Commercial leadership, including 5 years at the management level, and a track record of initiating, negotiating and closing commercial agreements. You are a results-oriented leader with the ability to inspire and motivate your team. A big-picture thinker, you have broad business acumen and the ability to drive success in functional areas while still viewing the entire enterprise as a whole. You possess a degree in Commerce, Business Administration or a related field.

If you're interested in this opportunity, contact Kevin Stoddart or Hannah Janega at 902-421-2335, or submit your application online at: <http://www.kbrs.ca/Careers/11797>

The Greater Moncton Roméo LeBlanc International Airport is part of the global Vantage Airport Group, an industry-leading investor, developer and manager of airports with over 20 years' experience. In 2016, nearly 31 million passengers travelled through Vantage's global network via 99 airlines; Vantage currently has a network of 11 airports on two continents.