



Director, Commercial Development VANCOUVER AIRPORT AUTHORITY Richmond, BC

The Director of Commercial Development will play a major role in growing YVR's non-aeronautical revenues by developing and advancing new business concepts, opportunities and projects on YVR's lands. Reporting to the Vice President, Commercial Development, the Director will support the Authority's move into the next phase of service diversification, considering a wide range of development opportunities on Sea Island to support the needs of passengers, airline and cargo operators, and the public at large. The Director will work with the team to support the existing 170 tenants on YVR lands in the 1.55 million square feet of leasable space the Authority manages, while shaping a vision for the future, working with current and new partners to develop brownfield and greenfield sites, considering the highest and best use for the Authority and its partners.

As the ideal candidate, you are a highly successful commercial business, real estate development or asset management professional who has worked in a similarly complex organization with a customer-centric, service focus. You bring outstanding planning skills, financial acumen, team leadership capabilities, and negotiation skills, and are skilled at working with a wide range of partners to achieve mutually productive and positive outcomes. A proven track record in building effective relationships with a variety of internal and external stakeholders – including major global corporations as well as government agencies – while driving business development is essential. You are also a proven entrepreneurial thinker who can encourage open dialogue and skillfully achieve buy-in for significant projects. Your technical knowledge spans real estate business development, lease agreement development, development appraisal, project management, finance and accounting and customer relationship management, and is augmented by a degree in business/commerce, urban land development, or similar.

Join a high performing team supporting and building one of the world's best airports by sending your resume to **Allison Rzen** and **Jennifer Madden** at www.pfmsearch.com.

Vancouver Airport Authority is a community-based, not-for-profit organization that operates Vancouver International Airport (YVR).

Welcoming a record 24.2 million passengers in 2017, YVR took a great step towards its goal to reach 29 million passengers by 2020. YVR is committed to creating an airport that British Columbia can be proud of. As a jobs generator, a community contributor and a hub of innovation, YVR's reputation as a safe and efficient airport requires a coordinated team effort, built on a strong foundation.



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