

It's about being connected.

Director, Business Development

Saint John, NB

Reference # 6196



Our client is well positioned to implement a competitive plan that will demonstrate forward thinking and progressive initiatives for the Saint John community. In order to help implement their strategy they have created a new role: The Director of Business Development.

Reporting to the Chief Executive Officer; the Director of Business Development is a key and integral part of the airport authority's management team. This critical role will be responsible for leading initiatives for development options regarding land use, facilities, and the services required to ensure that the airport meets its strategic objectives.

The key component to this role is to create diversified revenue streams which will assist in having the Saint John Airport lead their industry peers. As you learn about the airline industry, you will be responsible to benchmark other airports. Your abilities to network with community and commercial contacts will provide opportunities to expand services and identify target opportunities for land development. You will also source new methods to increase and diversify revenues through increased retail services, food and beverage and advertising on site.

The ideal candidate will have a strong business acumen as you will communicate and partner with a wide variety of stakeholders. You must have solid financial skills to prepare and present financials/ business cases. You have experience with KPI development. You must have at least 5-10 years of business development expertise with exceptional communication skills. You have demonstrated impressive networking skills to source and develop strategic alliances. You have a Bachelors of Business Administration. Bilingualism would be an asset.

If you feel you would be excited about how you can make a strong impact on both the airport industry and on the local community, express your interest by getting in touch with:

Christine MacDonald, Senior Consultant at 902.424-1130 / cmacdonald@meridiarecruitment.ca

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