



HalifaxStanfield

JOB POSTING

MANAGER, CARGO & REAL ESTATE DEVELOPMENT

Join Our Team

Halifax Robert L. Stanfield International Airport is Atlantic Canada's principal full-service airport providing passengers and cargo clients with access to markets across Canada, the United States, the Caribbean Basin, Europe and Asia. It's the only airport in Atlantic Canada to offer Canada Customs services on a 24 hour, seven day a week basis, and U.S. preclearance. The Airport, a major economic generator valued at over \$2.7 billion to the provincial economy, serves over 3.7 million passengers and processes cargo worth over \$438 million each year. A recognized innovator in the global airport industry, Halifax Stanfield is the first airport in North America to offer a self-service baggage drop system for all passengers and is consistently ranked among the best airports in the world.

ROLE PROFILE:

The position is responsible for promoting HIAA's cargo services and land development opportunities. In addition, will be focused on building relationships with existing and potential air cargo operators, real estate developers and general land tenants with the objective to increase both non-aeronautical and aeronautical revenue from HIAA cargo flights. Key activities include preparing business cases and developing general marketing and networking opportunities for cargo and real estate development at HIAA. In addition this role will assist in negotiating and preparing all contractual documents with respect to land leasing, special licenses, and Air Carrier Operating Agreements (ACOA) with cargo airlines.

FORMAL EDUCATION / TRAINING:

- Undergraduate degree in a related discipline.
- At least four years of combined job-related experience in the cargo and real estate industries.
- In-depth knowledge and experience of the cargo industry including general knowledge of air transport regulations; understanding of various air services guidelines acts and regulations.
- Understanding of available and required aircraft and ground support equipment required for air cargo operations.
- Understanding of the transshipment program, the movement of products through the cargo logistical chain and the freight forwarding process (FTZ Program).
- Strong background in real estate and development processes including contract negotiations and lease preparations.
- General knowledge of site development, site planning and construction practices is an asset.
- Comprehensive knowledge of, and/or ability to quickly absorb relevant municipal, provincial and federal legislation, regulations and policies.
- Demonstrated ability to effectively communicate to different audiences
- Demonstrated ability to develop and maintain strategic working relationships with internal departments and external stakeholders
- Demonstrated ability to make decisions
- Strong computer skills and experience with MS Office and Outlook
- Demonstrated ability to learn and apply new skills and knowledge
- Demonstrated ability to work as a member of a team
- Must be eligible to work in Canada

HIAA offers an exceptional compensation, pension and benefits package; if this position interests you, please apply in confidence by 4:00 pm, May 30, 2019 quoting competition number **HIAA-19-11** to:

Human Resources
Halifax International Airport Authority
E-mail: employment@hiao.ca

We thank all applicants for their interest; however only those selected for an interview will be contacted.

HIAA is an equal opportunity employer
We encourage women, Aboriginals, persons with disabilities and racially visible persons to apply and self-identify
To self-identify, please click [here](#) and complete the survey.