



With its vision of being Canada's most valued airport experience, the Saskatoon Airport Authority (SAA) is a multiple award winning organization, including recently being named Best Airport in North America under 2 million passengers. The SAA has seen significant growth over the last 15 years and completed a major terminal expansion project in 2015. The airport community employs over 1400 people in total with an economic impact of \$1.5B.

## **Vice President, Business Development & Service Quality**

Reporting to the President & CEO, the Vice President, Business Development & Service Quality will integrate SAA's marketing and branding efforts through all revenue streams including a new parking and ground transportation program. The Vice President will oversee the development and implementation of strategies to grow air service, commercial revenue and continuously improve airport service quality. The successful candidate will lead efforts to grow revenue from all non-aeronautical sources including parking and ground transportation, concessions, advertising, vehicle rentals and commercial property tenants. The Vice President will also ensure critical work processes are in place for passenger facilitation and enhanced passenger services.

As a member of the Executive Management Team, the VP, Business Development & Service Quality works closely with all members of the Executive in planning the short and long-term direction for the Authority, and implementing strategic plans for SAA to successfully achieve long and short term corporate targets.

The ideal candidate will bring:

- Post-secondary education in a related field, with 5+ years' direct leadership experience in a business development and marketing capacity.
- Proven success in commercial leasing, retail, marketing and property development, preferably within the airport or aviation industry. As well as experienced in negotiating and closing revenue opportunities with an expertise in air service, real estate, commercial relations and new passenger service development.
- Possession of, or ability to obtain, a Transportation Security Clearance.
- Superior leadership, negotiation, relationship building and communications skills.
- Prior experience presenting to a Board.
- Knowledge of the airport industry.
- A successful track record of process improvement and regulatory compliance.
- Experience managing in a unionized environment
- A strategic and results driven mentality, with the ability to apply a customer-centric approach to Skyxe's business.

For more information about the Saskatoon Airport Authority, visit their website at [www.skyxe.ca](http://www.skyxe.ca).

If you are searching for an executive leadership opportunity with an award winning and visionary organization, please contact Johan or Dan.



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