



## Careers

### Senior Manager, Commercial and Business Development

Join our dynamic team at Kelowna International Airport! Long-term growth leads to business success — and here at Kelowna International Airport – YLW we welcome team members who can help push our vision forward. We're currently searching for an experienced Senior Manager, Commercial and Business Development to be responsible for leading our commercial and business development functions, including commercial development, business development, community relations, opportunity generation and management, and stakeholder relations. The position includes a focus on the strategic development and implementation of marketing strategies and programs.

The role is responsible for supporting continued service improvements to support the needs of passengers, airport stakeholders, and airport campus businesses. Leads the identification, development, and coordination of the analysis of new airport business opportunities, leads commercial leasing opportunities, lease development and negotiation, food and beverage and concessions contracts, business development strategic marketing, and community engagement opportunities and makes recommendations to senior leadership team.

Help YLW continue to be an *Airport of the Future*. Our diverse and dynamic team strives to innovate to make things better, work as one team, serve proudly, and lead responsibly. The incumbent works in close collaboration with the Director, Commercial & Air Service, members of the senior leadership team and a wide network of internal and external contacts and partners. The incumbent also leads a multidisciplinary team.

You have a university degree in business administration, commerce, marketing, or a related field supplemented by a minimum of eight (8) years of directly related experience in airport commercial development, business development, economic development, or related fields. Additional requirements include a minimum of five (5) years of management experience, including leading multidisciplinary operational teams in a unionized or complex regulatory environment. Ideally, you are a Building Owners and Managers Institute (BOMI) licensed professional.

You have knowledge of Airport commercial operations, land use planning, and non-aeronautical revenue streams. In addition, you have strong financial and analytical skills, including budgeting, forecasting, and revenue modelling.

Live, work and play in one of Canada's fastest growing cities. Kelowna boasts miles of lake access, public areas and outdoor recreation opportunities, a vibrant downtown and cultural scene, healthy and connected neighbourhoods, and a world-renowned College and University. You're only a quick link to the world via the Kelowna International Airport. Grow your career in an organization that supports employee work-life balance and career and professional development. This exempt position offers a salary range of \$120,000 – \$140,000 (salary range currently under review), employer-paid comprehensive benefits, an earned day off program, paid vacation and one of Canada's top pension plans.

**For full position details and to apply online, please visit [kelowna.ca/careers](https://kelowna.ca/careers) by May 5, 2026**