

# Victoria Airport Authority

## Vice President, Revenue Strategy & Business Development

Victoria International Airport (Airport Code: YYJ) was rated one of the top ten most-loved airports in the world by CNN Travel and is the 2012, 2014 and 2020 winner of 'Best Regional Airport in North America' by Airports Council International. Victoria Airport Authority (VAA) is the not-for-profit corporation that manages the safe and secure operations of the Victoria International Airport on behalf of the surrounding communities. Victoria International Airport is the 11th busiest airport in Canada with ~1.74M passengers using the airport in 2023.

VAA's mission is to provide a safe, secure, sustainable, and efficient airport that creates prosperity for the region by connecting Greater Victoria with the world. To support this mission, VAA is seeking a Vice President, Revenue Strategy & Business Development. This leader will drive a best-in-class commercial strategy, focusing on all key areas of revenue generation, marketing, communications, and government relations.

Reporting to the CEO, the Vice President, Revenue Strategy and Business Development (VP) is a key member of the executive team who leads the corporate strategy, management, and performance of all aspects of VAA's real estate portfolio and all revenue, commercial and economic initiatives including, air service development, advertising, concessions, parking, ground transportation, and car rentals with a strong focus on innovative and sustained revenue growth. The VP also leads the strategy and delivery of all corporate marketing, communications, community, and government relations initiatives. Leading a small team, they will formulate and execute VAA's business development strategy, with a view of revenue maximization and the cultivation of new business opportunities.

VAA is seeking a dynamic and seasoned leader with extensive experience in airport management, including aeronautical and non-aeronautical revenue generation, real estate, marketing and communications, and government, community, and First Nations relations. The ideal candidate will demonstrate entrepreneurial thinking in navigating complex, multi-faceted environments, while also being a people-oriented leader with a proven ability to empower and inspire teams. They will have a strong track record of providing strategic counsel, recommendations, and presentations to executive teams and/or Boards of Directors. Eligibility to work in Canada and the ability to maintain airport security clearance (RAIC) are essential.

To fill this position, VAA has partnered with leadership advisory firm Odgers Berndtson. Applications are encouraged immediately and should be submitted online ideally by October 25<sup>th</sup>, 2024, at <https://careers.odgersberndtson.com/en-ca/29853>

We thank all those who express an interest, however only those chosen for further development will be contacted.

*Victoria Airport Authority is an equal opportunity employer. In accordance with the Accessible Canada Act, 2019 and all applicable provincial accessibility standards, upon request, accommodation will be provided by both Odgers Berndtson and Victoria Airport Authority throughout the recruitment, selection and/or assessment process to applicants with disabilities.*

*Odgers Berndtson is deeply committed to diversity, equity and inclusion in all the work that we do. As part of our efforts to better understand our ability to reach as broad a pool of candidates as possible for our searches, our DEI team would like to encourage you to take a moment and access our [Self-Declaration Form](#).*