

Challenge your skills with this exciting opportunity in CYPRUS, the third largest island in the Mediterranean; member of the European Union and a stepping stone between Europe and the Middle East.

COMMERCIAL MANAGER - LARNAKA & PAFOS INTERNATIONAL AIRPORTS

We have an exciting opportunity for a senior professional eager to join a winning team based in Larnaka, Cyprus.

Reporting to the Executive Manager Marketing, the Commercial Manager will lead the development of the retail and commercial programs at the Airports in order to maximize non - aeronautical revenues and enhance the Airports' competitive position.

Key Responsibilities

Establishing and maintaining strong relationships with all key stakeholders, the Commercial Manager will be responsible for:

- Developing strategies to generate increased non-aeronautical concession revenue for the Airports
- Developing and implementing successful commercial/retail plans and promotional programs for air terminal building facilities and adjacent airport lands
- Preparation, procurement and /or administration of all related contracts
- Managing and monitoring performance of all commercial services and products at the Airports
- Acting as a landlord to airline and aviation service providers and others including retail, food and beverage and general services concession tenants
- Managing and optimizing the performance of ground transportation systems and 3rd party service providers
- Marketing the facilities as desirable business locations to provide new and expanded sales and services to the traveling public

The ideal candidate will possess the following:

- University Degree in Business, Marketing or a related field
- Proven senior management experience
- A minimum of 10 years' relevant experience preferably in the airport industry

This position also requires superior communication skills, fluency in English and in Greek and a proven track record of successfully managing and delivering projects and programs while meeting client expectations. Travel is required.

Compensation:

Competitive and comprehensive compensation package provided.
Please send covering letter and resume to:

Ailish Boyle, Director, Human Resources
Vancouver Airport Services
PO Box 23750, Airport Postal Outlet
Richmond, BC V7B 1Y7
Email: yvrascareers@yvras.com

For more information on Larnaka and Pafos airports please visit Vancouver Airport Services Ltd. or www.hermesairports.com