



Employment Opportunity

Director – Sales & Industry Relations

Competition#: 4N19-047
Wage: Commensurate with experience
Hours of Work: Permanent Full-time
Location: Whitehorse, Yukon
Closing Date: Wednesday, May 22, 2019 (1700 PST)

Air North, Yukon's Airline has always taken pride in providing the most authentic Yukon hospitality experience to all its customers. In 2016 Air North, Yukon's Airline was named the second most-loved airline in the world. This is a testament to the dedication and hard work of Air North's employees and the loyalty of their customers. Air North has scheduled service between Whitehorse, Vancouver, Kelowna, Calgary, Edmonton, Ottawa, Yellowknife and Victoria.

The Director, Sales & Industry Relations reports to the Chief Commercial Officer and is responsible for planning and executing initiatives that support the growth and sustainability of the company in respect to sales & industry relations. This position is well-suited for a candidate who is goal-oriented, self-motivated, and proficient at managing relationships, both with the internal team and with outside stakeholders. As the leader of the Sales & Industry Relations department, the Director will have the opportunity to shape the Company's future through the development of new business opportunities and strategic relations with key stakeholders.

Key responsibilities include:

- Develop and execute Air North's sales strategy
- Lead the Yukon-based sales team
- Manage contractors and remote employees
- Manage key sales activities (i.e. business development, regional market development)
- Manage key industry relations activities (i.e. Liaise with key stakeholders and represent Air North on various boards and committees)

Would you describe yourself as having:

- Strong analytical skills with the ability to collect, organize, analyze and disseminate information
- Ability to clearly articulate ideas and goals, written and verbal, to internal and external clientele
- Ability to effectively lead and manage a team along with the ability to collaborate interdepartmentally
- Knowledge/experience with GDS (i.e. Sabre, Amadeus, Travelport suite) is an asset
- Prior experience working with industry stakeholders
- Knowledge of multiple languages and in particular, French, is an asset
- Proven proficiency generating new business

Qualifications/Conditions of Employment:

- Degree in Business, Sales, Marketing or Communications-related field
- Masters degree in Business or related field an asset
- 10+ years' relevant work experience
- 5+ years work experience managing employees and budget
- May consider less experienced candidates with suitable drive and other credentials
- Must be a Canadian citizen, Permanent Resident or show proof of right to work in Canada

How to Apply:

Quoting competition #4N19-047, please submit your resume and cover letter to the Human Resources Department by Wednesday, May 22, 2019 (1700 PST) to:

Email: careers@flyairnorth.com
In Person: Air North Office, 150 Condor Road, Whitehorse, Yukon

We wish to express our appreciation to all applicants for their interest in this position. Due to the substantial volume of applications we receive, only candidates selected for an interview will be contacted. Applicants must clearly indicate that they meet the minimum qualifications to be considered for a position.

Air North, Yukon's Airline is committed to employment equity, and has been serving Yukoners for over 40 years. We offer competitive wages, an attractive benefits package including great travel perks, and an enriching work environment for our 500+ employees.

flyairnorth.com

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