



## Employment Opportunity

### Marketing and Sponsorship Strategist

**Competition #:** 4N24-057  
**Wage:** Commensurate with Experience  
**Hours of Work:** Permanent Full-time  
**Location:** Whitehorse, Yukon  
**Closing Date:** Until Filled

Air North, Yukon's Airline, is seeking a dynamic professional with a strong background in building and negotiating partnerships with vendors and media. In this role, you will focus on developing and managing strategic partnerships, negotiating contracts, and fostering community engagement through events and sponsorships. Your expertise in building brands, reporting, and administration, combined with a talent for event and project management, will be crucial in supporting and enhancing our company's relationships and visibility. We take pride in our company and the communities we serve, and we're looking for someone who can help us share that pride through impactful partnerships and successful collaborations.

The Marketing & Sponsorship Strategist reports to the Director of Marketing and Communications and is responsible for partnerships, community engagement, and events support. This position will additionally be responsible for administering and collaborating with our sponsorship arm: "Spirit in Action."

#### Why work for us?

- Employer paid health & dental benefits
- Phenomenal travel benefits – local and international!
- Group RRSP investment options
- Fuel discounts with our subsidiary company – Chieftain Energy
- Opportunities for advancement in your career
- Feeling of giving back to the community

#### Duties and Responsibilities:

- Negotiate and manage airport partnership co-marketing and traditional media
- Retail support as need for revenue objections
- Campaign strategy support
- Support Spirit in Action and Community Outreach initiatives
- Support Influencer campaign strategy, contracts, and management
- Planning, strategy, creation, execution, representation for high impact events
- Support overall Brand strategy for Air North, Black Wolf Bistro and Chieftain Energy
- Collaboration for content creation with other team members
- Support in Community Management
- Proactively identify and assess new partnership opportunities, negotiating terms that maximize mutual benefit
- Administer travel certificates in collaboration with other team members
- Cross-functional project management from inception to completion, meticulously assessing scope and recommending effective approaches

#### Education and Experience:

- Bachelor's or equivalent in Communications, Journalism, Marketing, or Business preferred
- Minimum two (2) years' experience with event and community engagement management
- Valid Class 5 driver's license
- Working knowledge of project management principles
- Minimum five (5) years' experience with preparing contracts and negotiation terms
- Experience with online, cloud-based systems and data management
- Fluency in written French considered an asset
- Experience working in a corporate environment where success requires collaboration between multiple departments, contractors and vendors
- Professional photography, video and/or graphic design experience an asset
- Must be a Canadian citizen, Permanent Resident or show proof of right to work in Canada

[flyairnorth.com](http://flyairnorth.com)

150 Condor Road  
Whitehorse, Yukon  
Y1A 0M7  
Canada

USA/CANADA  
1.800.661.0407

PHONE  
867.668.2228

This position may be available as a remote opportunity in Vancouver, Victoria, Kelowna, Calgary or Edmonton, preference will be given to local candidates. The position will require frequent travel to our various bases, primarily Whitehorse, YT.

**How to Apply:**

**Quoting competition #4N24-057, please submit your resume and cover letter to the Human Resources Department:**

**Email:** [careers@flyairnorth.com](mailto:careers@flyairnorth.com)

*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 qualified candidates selected for an interview will be contacted.*

*Air North is committed to employment equity and welcomes applications from diverse and underrepresented groups. If you require assistance and/or a reasonable accommodation during the application or recruiting process, please contact [careers@flyairnorth.com](mailto:careers@flyairnorth.com).*

*Air North, Yukon's Airline 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 450+ employees.*

