



Director, Commercial Services, Parking & Ground Transportation Vancouver Airport Authority (YVR) Vancouver, BC

With the ongoing growth and expansion of the organization, YVR is now looking for a new Director of Commercial Services for Parking and Ground Transportation (PGT) to build on current successes and lead the organization into the next phase of service diversification and innovation. Reporting to the Vice President, Commercial Development, the Director will oversee major projects – particularly the development of new parking and ground transportation facilities in the short term – as well as develop and execute an integrated parking and ground transportation long-term plan that optimizes revenues and opportunities while continuing to expand the product offer and improve the service experience for all users. The Director will shape a vision for the PGT area and will work with current and future partners and third-party providers to gain buy-in for that vision and create win-win opportunities for YVR and its stakeholders. In addition, the Director will continually benchmark against best practices globally, and will actively seek customer feedback to ensure products and services are meeting customer needs.

As the ideal candidate, you are either a highly successful PGT leader and subject area expert or you have worked in similar complex organizations with a customer-centric, service industry focus. You bring outstanding planning skills, financial acumen, team leadership capabilities and negotiation skills, and are skilled working with a wide range of service providers to achieve an outstanding product or service to customers. A proven track record in building effective relationships with a variety of internal and external stakeholders – including major global corporations as well as government agencies – and driving business development, enabling technology and process improvement initiatives is essential.

The new Director will be a proven entrepreneurial thinker who can encourage open dialogue and skillfully achieve buy-in for change initiatives. A natural spokesperson at ease in all public forums.

If this is the next step in your professional career, visit our website and submit your application to Allison Rzen and Gordon Andersen at www.pfmsearch.com.

Vancouver Airport Authority (YVR) is a community-based, not-for-profit organization that operates Vancouver International Airport. Welcoming a record 22.3 million passengers in 2016, YVR took a great step towards their Strategic Plan's ambitious goal to reach 25 million passengers by 2020. As a community-based organization, YVR is committed to creating an airport that British Columbia can be proud of and to providing economic benefits to the region. As a jobs generator, a community contributor and a hub of innovation, YVR's reputation as a safe and efficient airport requires a coordinated team effort, built on a strong foundation.



PFM Executive Search

Tel 604.689.9970 | Toll-Free 1.800.864.9970
Suite 2020-1055 West Hastings Street
Vancouver, BC V6E 2E9
www.pfmsearch.com