

Nassau Airport Development Company Ltd.

Career Opportunity: Manager, Commercial Business Development

The Nassau Airport Development Company Ltd. (NAD) is seeking candidates for the position of Manager, Commercial Business Development at Lynden Pindling International Airport.

Position Summary:

Develops commercial business opportunities for Lynden Pindling International Airport that will maximize revenue and profit. Liaises with key constituent groups to ensure that the Airport's interests are coordinated with relevant stakeholders. Identifies potential business targets, builds the business case and ensures alignment with strategic and land use plans. Optimizes the Airport's commercial business through effective planning, development and contract negotiation of all current and new commercial revenue opportunities.

The Manager is responsible for the budgetary performance of the commercial management function through new business and business enhancement strategies, and monitors trends and activities in the marketplace to forecast and leverage business opportunities.

Experience and Background:

1. University degree in business or other relevant field
2. 5-10 years professional experience in a business development or related role with a track record of successful projects

Abilities and Qualities:

1. Ability to strategically research, identify and leverage commercial opportunities for NAD and LPIA
2. Strong communication and interpersonal skills
3. Strong collaboration and negotiation skills
4. Excellent project management skills
5. Strong writing and presentation development ability

Essential Functions:

- Support NAD's executive team in positioning the Airport for competitive advantage and success towards its core values and strategic plan. Ensure new opportunities align with the Airport's land and commercial development strategy.
- Establish, manage and maintain good commercial relationships with representatives of the aviation industry and stakeholder groups, including economic development agencies, various government departments, concessionaires, consumer groups and the airport business community. Source out new business development opportunities through personal contacts, attendance at industry events, industry research. Respond to inquiries from potential developers, tenants and other groups for planning projects.
- Negotiate commercial arrangements with concessionaires, tenants, and suppliers and ensure that they are mutually beneficial, economically. Create and issue request for proposals (RFPs) for business opportunities when required.
- Maximize revenue and profitability from retail, car parking, concessions, leases, and other related initiatives.
- Lead negotiations for lease renewals and extensions and coordinate in-house or third-party legal reviews in this regard.



- Prepare annual revenue budget and on-going revenue forecasts
- Liaise with Executive team for business development opportunities, with Finance for pricing and budget confirmation and with Operations and Commercial Operations for the implementation of projects including scope of work reviews and facility alteration permits (FAP).
- Support the executive management team with drafting ad-hoc documents, including memorandums of understanding, requests for proposals, Board and Management reports and other items as required.
- Respond to inquiries from Airport partners/tenants on contract-specific matters.

Note: The preceding information is intended to be representative of the work performed by incumbents in this position and is not all-inclusive.

If you are qualified and interested, please submit your resume by February 9, 2018 to:

Director of Human Resources
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