



THE FUTURE
OF AIRCREW TRAINING

SKYALYNE

Job Title: SkyAlyne Leader Commercial

Position Reports To: SkyAlyne General Manager

Job Location: Ottawa

SkyAlyne is a proud partnership between Canadian aviation and defence leaders, CAE and KF Aerospace, formed to provide a truly Canadian solution for Canada's Future Aircrew Training (FAcT) Program, Canada's next-generation military aircrew training program.

SkyAlyne has been named by Canada as the preferred bidder for the FAcT Program, and we are staffing our National Capital Office in anticipation of a Contract Award in 2024. Therefore, we are now hiring in key positions that are needed to execute the 20+ year contract. The program will be managed from the National Capital Region (Ottawa), with three operational locations: Moose Jaw, Saskatchewan; Southport (Portage la Prairie), Manitoba; and Winnipeg, Manitoba.

The scope of the FAcT Program contract includes all training and in-service support requirements needed to prepare Pilots, Air Combat Systems Officers, and Airborne Electronic Sensor Operators to meet the future aerospace requirements of the Royal Canadian Air Force. In collaboration with the Government of Canada and several major Canadian subcontractors, SkyAlyne will provide live-flying, simulator and classroom-based training, facilities construction and management, information management and information technology support, site support services, aircraft maintenance and much more.

SkyAlyne offers competitive compensation and benefits and believes strongly in a safe, diverse, equitable, inclusive, and environmentally-friendly workplace.

Job Overview

The Leader Commercial is the senior person responsible for developing the FAcT program's growth strategy, with particular interest in its subcontractor relations and contract management. The position is responsible primarily for establishing and managing program strategies and directives, and managing relationships with program, subcontractors, customers, and other stakeholders.

Duties and Responsibilities

- Developing, planning, and implementing commercial plans and strategies.
- Providing leadership, direction, and guidance to FAcT Subcontract Program Managers, who are reporting into this position.
- Performing market research and analyzing threats and opportunities.
- Managing existing client, contractor, and other stakeholder relationships.
- Establishing and managing long-term relationships with new contractors and other stakeholders.
- Tracking, measuring, and analyzing commercial metrics.
- Managing and tracking contractor and contract expenses, financial goals, and budgets.
- Managing the negotiations of contracts.
- Regularly conducting audits of contractor accounts and contracts.
- Coordinating with other departments to increase the value of SkyAlyne programs.
- Assisting in the setting of financial targets and the developing of budgets.
- Member of the SkyAlyne Executive Team.
- As required, participating as a member of the FAcT Program Leadership and Steering Team, SkyAlyne Strategic Management Team, and the FAcT Program Operational Implementation Working Group.

Qualifications and Experience

- Bachelor's degree, or higher education, in the field of business administration, commerce, management, logistics, or a related field.
- 10 years in a similar role and business complexity.
- Extensive experience in managing suppliers and/or subcontractors in complex development programs.
- Previous experience working for a business with the Government of Canada as a client or in the aviation industry. Having a background in both environments would be an asset.
- Previous experience managing budgets.
- Previous experience negotiating complex government contracts.
- Excellent organizational and time-management skills.
- Strong leadership, communications, interpersonal, decision-making, judgment, and problem-solving skills.
- Strong business acumen.
- Be able to hold a Government of Canada Security Clearance (Secret level).
- Be able to hold Government of Canada site/information access certifications, including accessing Protected "B" information, Controlled Goods Clearance, and ITAR Clearance.
- Eligible to work in Canada.
- Strong oral and written English language capabilities.
- Fluency in French would be an asset.

What We Offer

- A competitive compensation model.
- Extended health and dental benefits.
- Short and long-term disability coverage.
- Paid vacation.
- Pension matching plan.
- Employee and family assistance program.
- A performance management program that is linked to monetary salary incentives.

How to Apply

To apply, please email your cover letter, resume/CV, and any other required documents to careers@skyalyn.ca. Please reference the job number in the subject line of your email.