



**Waterfront** Development

## **Career Opportunity: Marine Operations Manager**

Waterfront Development is a Nova Scotia crown corporation with significant waterfront assets in Halifax, Dartmouth, Bedford and Lunenburg. It is a busy, creative, professional team committed to realizing the incredible potential our waterfronts hold by building on their greatness. Our role is to ensure these lands and buildings are planned, developed, managed and programmed, in partnership with the private sector, to drive economic prosperity for Nova Scotia. Our work maintains public access to the water's edge, and ensures our waterfronts are key destinations for residents and visitors, and platforms for business success.

Waterfront Development invites applications for the position of Marine Operations Manager to join a forward thinking, creative team with a true passion for their work. Together we steward some of Nova Scotia's most important properties to ensure long-term economic benefits for all Nova Scotians. The successful candidate will work with a multi-disciplinary team to support and build Waterfront Development marine assets and properties into world class destinations by land and sea. A proactive approach in this position is required in managing, researching, identifying, proposing and developing markets and areas for improvement and growth.

Reporting to the Director of Operations, the Marine Operations Manager will manage day-to-day marine operations, executing our Clean, Green and Safe program and will support development and operation of marine business lines.

### ***The Core Activities of the Position Will Be To:***

- Manage day-to-day marine services and logistics, including supervision of seasonal staff and maintenance staff, vessel and event bookings, collection of berthage fees, contract delivery, and services deployment
- Develop and manage relationships/interface with visiting vessels, both local and transient
- Manage tenant and guest dockside services
- Interface with tenants and partners on marine operations and business needs
- Manage busy and growing marina operations, commercial and recreational, in Halifax, Bedford, Lunenburg and Dartmouth
- Manage the Halifax Waterfront Marine Facility Security Program
- Manage, schedule, monitor and report on execution of the Clean, Green and Safe plan as it relates to marine infrastructure in Halifax, Bedford, Lunenburg and Dartmouth through interface with maintenance and security
- Lead and grow the Blue Flag program and annual re-certification process
- Develop and manage the Visiting Ship Program
- Lead development of local boating market through interaction/presentations at local yacht clubs, boat shows, and other opportunities to engage the local market
- Participate in new business development initiatives as assigned
- Manage day to day and seasonal/annual marine repairs and maintenance activities, and support/lead capital projects
- Support development of Halifax and Lunenburg marine programs in context of the broader Marine Marketing Partnership through local and international marketing initiatives
- Participate in the Occupational Health and Safety program development and deployment

This is a hands-on position in which a candidate must be comfortable getting their hands dirty in a marine environment as well as working in an office setting with requirement for substantial business development and project management activities.

Waterfront Development offers a competitive salary and a full benefits program including pension, group insurance, medical, vacation leave and parental leave. Salary will be commensurate with skills and experience.

If you are passionate about our waterfronts and want to contribute to creating efficiencies, systems and programs that lead to world class waterfront property presentation and memorable visitor experiences, please visit <http://my-waterfront.ca/about/opportunities> to learn more about this exciting, impactful opportunity in a growing organization.

***Experience and Qualifications Sought:***

1. University or College degree
2. Minimum 5 years professional experience in similar role
3. Good knowledge of local marine services industry and awareness of Atlantic Canada's boating destinations/opportunities
4. Demonstrated experience in a project management capacity including maintenance and construction management, preferably in a marine environment
5. Experience managing complex logistics and scheduling preferred
6. Excellent attention to detail with exceptional customer service/communication skills
7. Solution-oriented problem solver with demonstrated conflict resolution experience
8. Strong team player with good leadership skills
9. Substantial experience in a marine environment. Boat handling experience preferred. Valid Pleasure Craft Operators Card preferred. Valid Restricted Operator's Certificate (Maritime) preferred

***Reporting Requirements:***

The position reports directly to the Director of Operations

***Working Conditions:***

The working conditions for the position are a combination of field and office environment, with outdoor seasonal requirements. Requires occasional evening and weekend work.

***Salary and Benefits:***

This position offers a competitive salary and comprehensive benefits package

**Applicants are requested to submit a resume with a cover letter outlining their suitability for the position to:**

Waterfront Development  
c/o The Cable Wharf  
1751 Lower Water Street, 2nd Floor  
Halifax, Nova Scotia Canada B3J 1S5  
Attn. Heather Russell, Executive Assistant/Secretary to the Board

Or email: [heather.russell@wdcl.ca](mailto:heather.russell@wdcl.ca)

**Deadline for submissions is: September 28, 2016 at 12:00 p.m. Noon (AST)**

More information on Waterfront Development is available at [www.my-waterfront.ca](http://www.my-waterfront.ca)