

A background image showing a yellow helicopter on a tarmac. The helicopter is the central focus, with its rotor blades visible. In the background, there are hangars and other aircraft. The sky is clear and blue.

## NHV Group – Business Development Manager

### **The Business Development Manager is an integral member of the Commercial Team, reporting directly to the Chief Commercial Officer (CCO).**

This role is responsible for driving business growth by identifying new opportunities, nurturing client relationships, and supporting the execution of the company's commercial strategy across diverse market sectors and regions.

Key responsibilities include managing and expanding relationships with existing clients, pursuing new strategic partnerships, and contributing to NHV Group's position as a market leader in helicopter services. Key sectors include Oil & Gas Offshore, Renewables, Government Services, MRO.

The Business Development Manager applies industry knowledge to support the company's approach to commercial opportunities, including public and private tenders and key account management. They provide insights and recommendations to the CCO, helping to ensure sustainable, long-term commercial growth.

#### **Responsibilities and Main Results Areas**

- Identify and pursue growth opportunities across key market sectors and across the assigned geographies and business lines.
- Develop and maintain client relationships, ensuring high levels of satisfaction, repeat business, and long-term partnerships.
- Secure new strategic partnerships that enhance NHV Group's market position and contribute to revenue growth.
- Support commercial strategy execution by providing market insights, competitive intelligence, and recommendations to the CCO.
- Manage tender processes for public and private sector opportunities, ensuring high-quality proposals and timely submissions.
- Collaborate with cross-functional teams to align business development activities with operational capabilities and strategic objectives.
- Monitor and report on business development performance, tracking progress against growth targets and KPIs.
- Stay informed on industry trends, emerging technologies, and competitor activities to identify potential risks and opportunities
- Strategically manage assigned customer contracts and proactively guide client relationships in alignment with NHV Group's commercial goals.
- Responsible for complying with Information Security Management System (ISMS) policies, procedures, and controls and supporting information security objectives

### **Experience and Skills**

#### **Experience**

We are looking for someone who brings

- Proven experience in a client account management or business development role, with a track record of achieving measurable results.
- Strong drive, ambition, and determination to succeed in a competitive environment.
- Excellent relationship-building and communication skills, with the ability to influence stakeholders and deliver impactful outcomes.
- Strategic thinking and problem-solving abilities, with a focus on identifying opportunities and driving growth.

#### **Skills**

- Strong ICT skills to prepare bids, presentations etc.
- Communicating clearly and effectively
- Negotiation agreements and driving successful outcomes
- Languages: English (professional)

## **What We Offer**

NHV Group is an international helicopter service provider, specialised in business-to-business helicopter services both offshore & onshore.

We aim to create a leading position in the helicopter world with a primary focus on Europe and Africa, without compromising our safety. We strive to provide an increasing level of flexibility to our customers. Our services and experience present a refreshing and safe alternative in the industry. NHV cares about it's people and invests in them to shape the best professionals in the industry.

At NHV, we are dedicated to delivering excellence in the helicopter world. With a commitment to safety, innovation, and customer centricity, we provide reliable services that support a wide range of missions.

Joining NHV means becoming part of an innovative international aviation company that values motivation, enthusiasm, and dynamism. We prioritize our employees, supporting their well-being and growth with comprehensive, role-specific training. Our commitment to fostering a positive work environment includes organizing corporate events and encouraging innovative and critical thinking.

<https://nhv.be/>