

The title of the job opening, 'NHV Group – Business Development Manager', is displayed in a large, white, serif font against a background image of a yellow helicopter.

Job summary

We are looking for an **ambitious and commercially driven Business Development Manager** to join our Commercial Team. Reporting directly to the Chief Commercial Officer (CCO), you will play a key role in **driving business growth, strengthening client relationships, and supporting the execution of our commercial strategy** across multiple regions and market sectors.

As Business Development Manager, you will also **support tender activities** for both public and private sector opportunities, provide market intelligence and commercial insights, and collaborate closely with internal teams to align commercial opportunities with operational capabilities.

Responsibilities and 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'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's commercial goals.
- Responsible for complying with Information Security Management System (ISMS) policies, procedures, and controls and supporting information security objectives

What you bring

Experience:

- Proven experience in business development, sales, or client account management, with a strong track record of delivering measurable results.
- Strong commercial awareness and the ability to identify and develop growth opportunities.
- Excellent relationship-building and stakeholder management skills.

- A proactive, ambitious, and results-oriented mindset.
- Strong strategic thinking and problem-solving capabilities.
- Experience managing public and private tender processes is considered an asset.
- The ability to work collaboratively across teams and departments.

Key skills:

- Strong communication and presentation skills.
- Negotiation skills with the ability to drive successful outcomes.
- Good ICT skills, including preparing bids, reports, and presentations.
- Professional proficiency in English and Dutch.

What we offer

Join the Thrilling World of Aviation

Step into an exciting career in an international helicopter services company that combines a youthful spirit with over 25 years of industry expertise.

What We Offer

- A **competitive salary package**, aligned with your experience and expertise
- A **company laptop and phone** to support you in your role
- A **permanent position** with autonomy and variety in your day-to-day work and the possibility to work from home
- The opportunity to work in an **international and collaborative environment**
- A challenging and dynamic role within an international and growing organization.
- The opportunity to contribute directly to the company's commercial growth and strategic development.
- Exposure to **diverse industries** including Offshore Oil & Gas, Renewables, Government Services, and MRO.
- A collaborative work environment with opportunities for professional growth and development.
- The chance to work closely with senior leadership and key industry stakeholders.

If you are a driven and commercially minded professional who thrives on building relationships, identifying opportunities, and driving business growth in an international environment, then apply today!

<https://nhv.be/>