



## Business Development Manager - England

**Location:** Remote (England-based, with travel across the region; occasional visits to Aberdeen office)

**Reports to:** Commercial Manager

**Contract Type:** Full-time, Permanent

### About Hendrik Veder Group

Hendrik Veder Group, established in 1800, is a leading European supplier of steel wire and fibre rope solutions. With operations in the Netherlands, Norway, France, and the UK, the Group provides lifting, mooring, rigging, and related services across the offshore, maritime, industrial, and energy sectors. Known for its technical expertise, craftsmanship, and commitment to sustainability, Hendrik Veder Group continues to set standards in safety, service, and innovation.

### Role Overview

We are seeking a sales account manager/business development manager to lead our commercial expansion across England. This role requires a proactive, results-driven professional with strong commercial acumen and a proven track record in developing new business and building long-term client partnerships. The successful candidate will focus on sectors such as marine, ports, construction, and industry, aligning growth strategies with the Group's long-term vision.

### Key Responsibilities

- Drive sales growth by identifying, targeting, and securing new business opportunities within England.
- Develop and manage long-term customer relationships, ensuring high levels of client satisfaction and retention.
- Prepare tailored commercial proposals, lead contract negotiations, and deliver against agreed revenue targets.
- Create and implement annual sales and marketing plans with measurable objectives by sector and region.

Hendrik Veder Group is a European company, operating worldwide from its locations in the Netherlands, England, Scotland, France, Norway and Poland. It is headquartered in the Port of Rotterdam.

The company provides products and services in the field of steel wire rope and synthetic rope, which play an important part in the offshore and maritime industries around the world. It also offers all-in-one solutions and services in many other industries.

Hendrik Veder Group's ambition is to make the offshore and maritime sectors more sustainable. We work alongside our forward-thinking clients to achieve sustainability through innovation.

The result is new, cost-effective solutions based on inventory management, maintenance and a circular approach to raw materials.

At Hendrik Veder Group, sustainability and savings go hand in hand.

# Hendrik Veder Group

## The Force of Smart Connection



- Monitor market trends, competitor activity, and sector developments to inform business strategy.
- Represent Hendrik Veder Group at trade fairs, industry events, and client meetings.
- Collaborate with internal teams across sales, operations, and technical services to ensure customer requirements are met to the highest standard.
- Maintain accurate sales pipeline reporting and provide regular performance updates to senior management.
- Skills & Experience Required
- Demonstrable experience in business development or sales within the lifting, rigging, maritime, or industrial sectors (or related industries).
- Strong commercial and strategic thinking skills, with a results-oriented mindset.
- Proven ability to build and maintain long-term client relationships.
- Excellent negotiation, presentation, and communication skills.
- Ability to work independently while collaborating effectively with cross-functional teams.
- Willingness to travel extensively across England (25–50% of time).
- Established network within marine, ports, or construction industries is highly desirable.
- Alignment with sustainable business practices and innovative solutions.

### What We Offer

- Competitive salary.
- Company car allowance, laptop, and mobile phone.
- Flexible working arrangements (remote).
- Opportunities for professional development and training.
- A dynamic, international environment within a well-established and growing organisation.
- A culture built on innovation, sustainability, and long-term partnerships.

### Information about our procedure

For more information you can contact Steven Wilson, Commercial Manager, +44 (0) 1224 293 952, email: [steven.wilson@hendrikvedergroup.com](mailto:steven.wilson@hendrikvedergroup.com), or send your application and CV to [humanresources@hendrikvedergroup.com](mailto:humanresources@hendrikvedergroup.com).