

# Belgium Jobs Expertini®

## Country Manager - Aviation Services - Brussels, Belgium

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Company: Skytanking

Location: Zaventem

Category: computer-and-mathematical

### Your tasks

As the Country Manager for Belgium, you will be responsible for overseeing and managing all aspects of running our regional Head Office that services three airport locations in Belgium, France, and Luxembourg. Your role will be instrumental in ensuring the safe, efficient, and reliable supply of aviation fuel to support the smooth functioning of airport operations. You will be expected to collaborate with internal and external stakeholders, develop strategic initiatives, and drive operational excellence to achieve business objectives. You report directly to the Regional Vice President Northern Europe and work closely with him.

### Responsibilities Team Leadership:

Lead and motivate a team of professionals across various departments and locations, with specific focus on the Brussels regional office.

Provide guidance, coaching, and support to team members, fostering a culture of excellence, collaboration, and continuous improvement.

Conduct regular performance evaluations, set performance goals, and provide constructive feedback to enhance individual and team productivity.

### Financial Management:

Develop and implement financial strategies, budgets, and forecasts.

Monitor financial performance, analyze financial data, and provide recommendations for improvement.

Ensure compliance with financial regulations and reporting requirements for NV and for entities managed by NV

### **Operational Management:**

With support of our expert departments, oversee all fuel operations at multiple airport locations, ensuring compliance with safety regulations, industry standards, and company policies.

Coordinate with airport authorities, airlines, fuel suppliers, and other stakeholders

Monitor and analyze operational performance metrics, identify areas for improvement, and implement corrective actions.

### **Relationship Management:**

Establish and maintain strong relationships with key stakeholders, including airport authorities, unions, fuel suppliers, airlines, regulatory agencies, and other industry partners.

Collaborate with internal and external parties to negotiate service agreements, pricing, and contractual terms, in close co-ordination with Hamburg HO

Serve as the primary point of contact for fuel-related matters, ensuring effective communication and timely resolution of issues.

### **Strategic Planning:**

Develop and execute strategic plans for fuel operations, aligning with the company's objectives and industry trends.

Identify opportunities for business growth, expansion, and diversification within the aviation services domain.

Conduct market research, monitor competitors' activities, and propose strategies to maintain a competitive edge in the market.

### **Health, Safety, and Environmental Compliance:**

With support of our expert HSSE department, promote and enforce a strong safety culture, ensuring compliance with relevant safety regulations and guidelines.

Implement effective environmental management practices, minimizing the environmental

impact of fuel operations.

Stay updated on industry developments and best practices related to aviation services, safety, and environmental sustainability.

### **Your profile**

Bachelor's degree in Engineering, Business Administration, or a related field. A master's degree is preferred.

Proven experience in fuel logistics or any other field within the aviation industry, with a strong understanding of airport operations and supply chain management.

Demonstrated leadership skills with the ability to manage and motivate cross-functional teams.

Excellent communication, negotiation, and interpersonal skills to build and maintain effective relationships with stakeholders.

Strong analytical and problem-solving abilities to identify operational inefficiencies and implement improvement measures.

Ability to work under pressure, manage multiple priorities, and meet deadlines in a dynamic environment.

Proficiency in English, French and Dutch (both written and spoken). Knowledge of German is a plus.

### **We offer you:**

Challenging and motivating work environment to enhance professional and cultural growth

A culture of respect and innovation in an international working environment

Working with open-minded, cooperative, and international colleagues

A competitive salary and benefits package including company car, lunch vouchers, net allowances, insurances, etc.

If you are a results-oriented professional with a passion for aviation and possess the necessary skills and experience, we invite you to join our team as a Country Manager.

Together, we will drive excellence in fuel supply to support the growth and success of the aviation industry.

### **About us**

At Skytanking, we have been providing aviation-related services since 1999. In addition to aviation fuelling, our portfolio includes ground handling, tank farm and hydrant management, investments in fuelling infrastructure, and engineering services. Our customers include airlines, airports and oil companies. Our 2,900 employees refuel an aircraft every 25 seconds on average at more than 92 airports in 14 countries in Europe, Asia, Africa and Australia. Skytanking is a 100% subsidiary of Primeflight Aviation Services Inc., which employs around 8,000 people at more than 220 airports.

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