



🏠 [EFA Group](#) / [Business Development Manager \(NATO\)](#)

Business Development Manager (NATO)

Brussels, Brussels Capital, Belgium | Business Development REMOTE

Position Details

- Location: Brussels or Athens
- Employment Type: Full-time

EFA GROUP comprises companies in Aerospace, Security, Defense, and Industrial Cooperation with a solid international presence. EFA GROUP currently employs more than 280 people, most of whom are engineers and scientists. The GROUP has established offices across 6 international regions: Greece, Cyprus, Switzerland, USA, UAE, and Singapore to serve its customers in 34 countries worldwide. **EFA GROUP** is an ecosystem of 13 companies, split in 4 thematic clusters: Unmanned & Autonomous Systems, Mission Systems Simulation and Training, Integrated Solutions, and Sensors & Targeting.

Role Summary

We are seeking a dynamic, driven, and experienced **Business Development Manager for NATO and EU** who will be fully responsible for expanding EFA Group's business in the assigned sales region. This role comes with full accountability for market growth and customer engagement. Induction and **Training will take place in Greece**. The role will require frequent travel to Greece and other customer locations.

Responsibilities

The successful candidate will demonstrate strong executive-level selling skills and will manage the entire business development and sales cycle, including:

- In depth understanding of NATO and EU procurement
- Successfully negotiated NATO and EU contracts, as well as experience in leading negotiations
- Conducting market research and identifying new business opportunities.
- Developing, managing, and expanding relationships with partners and clients.
- Building strong customer networks at all organizational levels.
- Active network in NATO, EU defense industry and academic institutions
- Acting as the primary representative of EFA Group in the assigned region.
- Proactively driving growth and achieving ambitious business objectives.
- A clear determination to win business, ability to think "outside the box" and an entrepreneurial approach are a prerequisite for the position.
- Support EFA's presence during tradeshows and industry days

Qualifications & Requirements

- University degree in Engineering or Science.
- An MBA or degree in Finance/Commercial studies is a strong advantage.
- Minimum of 5 years of sales experience in a similar role within the **defense sector including NATO** (mandatory).
- In depth understanding of defence technologies, especially in the areas of C4I and unmanned systems
- Excellent command of the English language; additional languages are a significant asset.
- Outstanding communication, interpersonal, and presentation skills.
- Willingness to travel internationally as required and spend over 65% on the road.
- Strong entrepreneurial mindset, creativity in problem-solving, and a clear determination to win business.

We offer:

- Competitive remuneration package
- Continuous learning in new technologies
- Opportunity to work in large-scale projects with talented people

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