



# GEOxyz – Head of Unmanned Aerial Vehicles (UAV's) Services

## In search of a Head of Unmanned Aerial Vehicles (UAV's) Services

As Head of UAV Services, you will take ownership of the UAV business unit and lead it into its next growth phase. You will work with an existing team of skilled pilots, surveyors, data processors and technical specialists. Your role is to provide business leadership, commercial direction, operational structure and strategic focus.

You will be responsible for developing the UAV service offering, building the commercial pipeline, supporting tenders, coordinating delivery, managing resources, overseeing financial performance and ensuring that UAV operations remain safe, compliant and aligned with GEOxyz's operational authorizations and internal procedures.

This is a senior role for someone who combines business development skills with a strong affinity for UAV, aviation regulation and complex survey operations.

### Your responsibilities:

- Lead the UAV Services business unit as a commercially accountable service line.
- Define and implement the UAV growth strategy, business plan and service portfolio.
- Develop opportunities with existing and new clients.
- Support tenders, proposals, pricing and commercial positioning.
- Identify where UAV can add value to marine, terrestrial, offshore, USV and infrastructure survey campaigns.
- Ensure UAV projects are properly scoped, planned, resourced and delivered.
- Monitor revenue, margin, utilization, quality, safety and client satisfaction.
- Maintain oversight of fleet, sensors, personnel capacity and investment needs.
- Help professionalize and scale the UAV service line beyond its current stage of development.

## What do we expect from you?

- You have experience leading a technical, operational or commercial business unit.
- You understand project-based technical services and know how to create client value.
- You have strong affinity with UAV/UAS, aviation, survey, geospatial data, inspection, offshore, marine or infrastructure markets.
- You are commercially driven and comfortable in client discussions.
- You can support tenders and translate technical capabilities into clear client solutions.
- You understand that safe and compliant operations are a condition for growth.
- You can lead multidisciplinary teams and create structure in a growing activity.
- You are financially literate and can manage budgets, margins, pricing and investments.
- You are pragmatic, entrepreneurial and able to operate with ownership.

- You do not need to be the most technical person in the room, but you must be able to understand, challenge and connect technical, operational and commercial input.

## **What do we offer you?**

- A challenging role within a fast-growing international environment.
- Working in an international company.
- A positive and pleasant work atmosphere in a young, dynamic team.
- Opportunities for active career growth within our organization.

<http://www.GEOxyz.eu>