

# Business Development Manager

## Job Overview:

The Business Development Manager consistently originates, analyzes, and proposes new external business opportunities to grow Navigator's expertise across petrochemicals, ammonia, LPG, and CO<sub>2</sub> within the midstream segment. The role focuses on sourcing opportunities that align with Navigator's shipping capabilities, enabling the company to deliver efficiencies and sustainable practices to customers.

This is a hands-on, client-facing role requiring engagement with potential partners and customers, leveraging internal expertise to identify opportunities that align with Navigator's strategy. The Business Development Manager role carries additional responsibility for more complex or higher-value opportunities, overseeing them from origination through execution, and working closely with operational, commercial, and strategic teams to ensure projects are delivered successfully and create significant value.

The Business Development Manager reports to the Head of Business Development. This position can be based in either London or Houston.

## Responsibilities:

- **Opportunity Origination & Execution:** Identify, develop, and manage new business opportunities, overseeing projects from initial lead through to delivery. Take a lead role on more complex or strategic opportunities.
- **Lead Generation:** Actively generate new leads through research, networking, industry events, and outreach, expanding Navigator's pipeline.
- **Opportunity Assessment:** Analyze opportunities using market data, industry knowledge, and internal expertise; prepare robust business cases to inform decision-making.
- **Client Engagement:** Build and maintain strong relationships with clients and partners, engaging directly to progress and close opportunities.
- **Cross-Functional Collaboration:** Work closely with operational, technical, and commercial teams to ensure smooth project execution and practical solutions. Mentor junior team members as needed.
- **Presentations & Proposals:** Prepare presentations, proposals, and reports for internal and external stakeholders, demonstrating Navigator's expertise and value proposition.
- **Pipeline Management:** Maintain ownership of the leads database and project dashboard, ensuring opportunities are tracked, reported, and actioned in line with company strategy.
- **Strategic Contribution:** Provide input on potential projects and partnerships to support Navigator's growth objectives and sustainability initiatives.

## Requirements:

- 10+ years of business development experience, ideally in shipping, energy, logistics, or related sectors.
- Strong understanding of the energy value chain, with a focus on midstream transportation, storage, shipping, and logistics.
- Proven ability to originate, analyze, and execute projects from concept to delivery.
- Fluency in English required; additional languages (e.g., Spanish, Mandarin, Arabic) are highly desirable.
- Willingness to travel internationally as required.
- Strong analytical, communication, and organizational skills; capable of engaging colleagues, managers, and clients across cultures and seniority levels.
- Proactive, results-driven, and able to work independently and collaboratively.

## About Navigator Gas:

Navigator is a leading global shipping and logistics company with deep expertise in petrochemicals, ammonia, LPG and CO<sub>2</sub>, and a key presence in the midstream energy landscape. We co-own a 50/50 joint venture ethylene export terminal at Morgan's Point on the Houston Ship Channel, which

has recently completed a significant expansion to increase capacity and enhance its ability to serve global petrochemical markets, further strengthening our integrated shipping and logistics offering. Navigator prides itself on placing **safety, reliability and efficiency** at the core of everything we do, combining operational excellence with innovative solutions to create value for our clients while promoting sustainable practices across the energy and shipping sectors.