



PROJECT MANAGEMENT IN 148 COUNTRIES FROM THE BASE IN AALBORG

NTU International is an advisory, engineering and management consulting company founded in 2007 by Lars Bentzen. As indicated by the name, the company has a very global outreach.

The company is located on Vestre Havnepromenade in Aalborg, and this year achieved a turnover of approx. 150 million DKK.



NEVER THE BIGGEST OR THE CHEAPEST

"I could see an opportunity for optimizing infrastructure and energy projects in developing countries. It is possible to offer project management, where we advise on both technology and management while creating local ownership. It is not enough to be present while a road directorate is being put into place, it is also necessary to secure human resources and local involvement in, for example, Zambia, so the project also succeeded in the long term," Lars says, continuing:

"We operate on the Business2Government market, primarily in developing countries, where we offer projects within, among other things, infrastructure, energy supply, water and coastal security, so our customers are typically ministries, the World Bank, the European Investment Bank, the European Commission, regions, ports, etc. When we bid on projects, we are never the biggest or the cheapest, but we win because our 'proven track record' in relation to project management speaks its own language," Lars says with a smile.



ERHVERVSFOLK

Although Lars always has a global perspective, there is still something special about Aalborg:

"We work closely with Aalborg University and are fortunate to have a large 'talent pool' to draw on. There is not as much competition regarding the talents here as it would be the case if we, for example, chose to have headquarters in Brussels, London or Paris," he says.

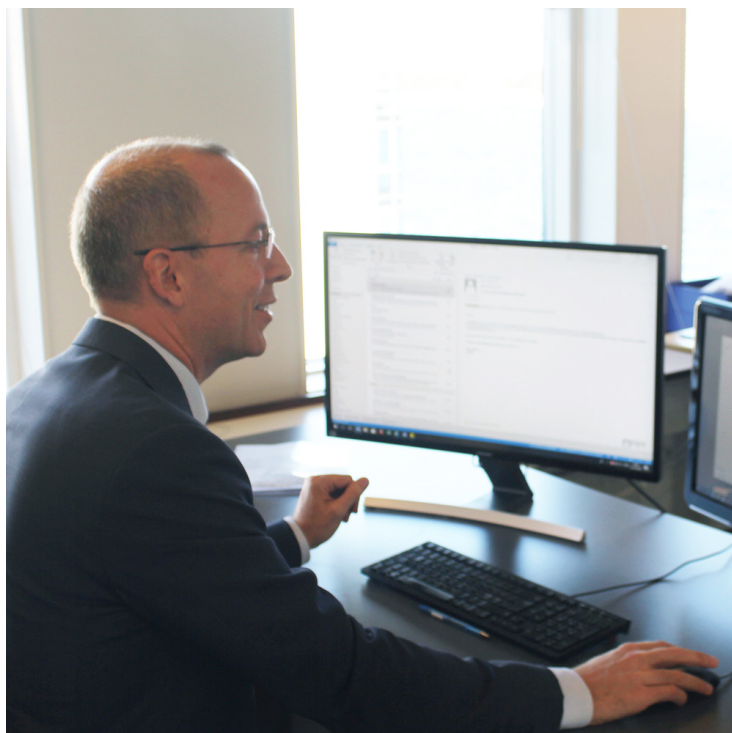
"We have developed our own talent development program and often recruit directly from Aalborg University. The goal is to develop skilled managers who can manage projects worldwide but have a base in Aalborg and thus be the link between the experts, in our countries of operation, and us," Lars explains and continues.

"There is no doubt that Aalborg University is training talented candidates because Problem Based Learning is incorporated into all learning. It makes it easy for even new employees to work independently as well as teams and always focus on thinking relationships and cooperation."

'IMPACT' ATTRACTS EMPLOYEES

"We are working in the world market, so it makes sense that we recruit international employees, who all have unique skills within their field. Some of our competitors have more employees than us, but we are strong at project management and in gathering the experts needed for specific tasks around the world. In that way we are more agile than others, Lars explains. "It's easy for us to recruit employees because our work creates impact," Lars explains and continues:

"It's a very special feeling to help make a concrete difference for others. For example, we are working on a project in Zambia, where one million people living in rural areas over the next five years will get electricity into their households. That's how you make a difference to other people through your work."



A SAFE AND GOOD PLACE TO WORK

NTU International has 31 different nationalities employed at the office in Aalborg.

"Besides a good deal of talent, Aalborg is also known as a safe and good place to work and live with his family. It is a bonus when we recruit international candidates that Aalborg and Denmark are generally known to emphasize a healthy work-life balance," says Lars, who also expresses concern that many international employees are having difficulty with the stigma, which may be connected with being based in Aalborg as a foreigner.

"Therefore, we need to do better if we want to be attractive to international talents in the future," says Lars.





Throughout the years, NTU International has had a wide range of projects in a total of 148 countries. The company currently has 35 employees in Aalborg and 110 experts in the rest of the world.

"We operate all over the world. This means that we have many travel activities and need to be able to get out into the world easily. It is crucial to us that Aalborg Airport has good connections to all over the world. London and Amsterdam are important to us, but in order to continuously attract both new companies to Aalborg and the right specialists and candidates for jobs here in North Jutland, more flights to destinations in Europe are necessary," Lars concludes.

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