

# Paul Ahlers

## Director



### Contact

PO Box 1, Whangarei 0140  
+64 27 273 6320  
paul@ahlers.nz  
linkedin.com/in/paul-ahlers

### Key Skills

Governance  
Communication  
Risk Management  
Finance

### Interests

Music - Guitar  
Snow Skiing  
Travel  
Aviation

### Education & Training

1975 - 1979

University Entrance  
Whangarei Boys High School

1985 - 1990

Senior Associate of Australian & NZ  
Institute of Insurance & Finance

2015 - 2016

NZ Institute Of Directors  
Governance in the  
Non-Profit Sector

### Profile

I am 61 years old, married and living in Whangarei.

After building a successful national insurance brokerage I retired in 2015, and have dedicated my time since to a governance role within the air ambulance sector. I am goal orientated and enjoy working with a dedicated team.

### Experience

#### Chairman

Northland Emergency Services Trust : 1999 – Present

NEST is a non-profit trust that owns the rescue helicopters in Northland and provides community funding to the operator of the air ambulance service (NRHL).

#### Key Responsibilities

- Governance
- Strategic planning
- Stakeholder relationships

#### Achievements

- 2017 Supreme winner Westpac Business Awards
- Major upgrade of NEST helicopters 2018

#### Director

Northern Rescue Helicopter Ltd : 2018 – Present

NRHL is a joint venture company formed by the Northland Emergency Services Trust & Auckland Rescue Helicopter Trust. The company is the contract holder and operator of the rescue helicopter services in the northern region of New Zealand.

#### Key Responsibilities

- Governance
- Risk & Insurance

#### Achievements

- NASO (MOH & ACC) contract tender winner 2019 - 2022
- Formation of the JV & merger of operations

## Memberships

1990 - Present

Serving Brother, Order of St John

2020 - Present

Trustee of Whangarei Boys High  
School Endowment Trust

2018

Judge for Westpac Business  
Excellence Awards

## Awards

1990

ANZIIF Law Award 1st place

2017

Supreme Winner  
Westpac Business Awards

## Branch Director

Crombie Lockwood NZ Ltd : 2012 – 2015

Insurance & risk management services company. Responsible for the Corporate branch in Northland representing clients in the region.

### Key Responsibilities

- Corporate client management
- Regional business development

### Achievements

- 100% client retention
- 40% branch growth over 3 years

## Director

ACM Ahlers : 2008 – 2012

Director of nationwide insurance & financial products brokerage firm.

### Key Responsibilities

- Client portfolio & risk management
- Business development & acquisitions
- National Managing Agency

### Achievements

- \$80M T/O
- 12 offices & 142 staff
- First QFE in NZ

## Managing Director

Ahlers & Associates : 1980 – 2008

Owner & MD of Fire & General insurance brokerage.

### Key Responsibilities

- Client portfolio & risk management
- Staff & Business development
- Underwriting agency development

### Achievements

- \$20M T/O
- 4 x offices & 35 staff
- Development of multiple underwriting agency companies