



Job Description

Job Opportunity	JO.03.2019
Job title	Underwater Battle Space (UWB) Account Manager MoD Research Division
Purpose of job	To manage campaigns for future opportunities and grow the research portfolio for UWB technologies. Manage the research stakeholder community. Advise the Head of Division on future strategy to set an aspirational and achievable Business Plan
Staff responsibility	None
Budget responsibility	Aligned to projects within the UWB portfolio
Scope	To develop relationships with existing and new customers across the MOD Division UWB account. To ensure retention of existing business and to identify and pursue new opportunities to meet business order intake targets. To support bidding activity through to successful conclusion. There is scope for some project management, depending on experience.
Location	Winfrith, Dorset Innovation Park
Employment status	Permanent/Full time

Knowledge, skills and personal qualities required

- Member of an appropriate professional institution, ideally of chartered status
- Degree educated in a related discipline
- Experience of underwater acoustic systems, ideally in a military context
- Experience of project management would be beneficial
- Experience of bidding and ideally knowledge of the Shipley process
- Have a collaborative approach with experience of liaising with technical professionals and able to translate technical information coherently
- Must have a good understanding of the MOD structure and the roles and responsibilities of key MOD stakeholders, projects and industries
- Ideally have recent knowledge of defence research and major maritime defence projects
- Able to work efficiently on their own initiative
- A high standard of staff work in order that an effective argument on paper can be produced and the work of others can be positively reviewed. This person will be familiar with the production of business cases and constructively influencing stakeholders
- As an individual they will be personable and smart and be comfortable and confident when presenting information to others in a public forum. The sensitive nature of the business will require a high degree of personal integrity. Excellent communication skills both orally and written are key

Challenges

- The key challenge is to identify, grow and deliver new business for relevant research in current and emerging markets

Key accountabilities

- Formulation and implementation of the strategy for new research opportunities in existing and emerging sonar markets ensuring synergy and alignment with the overall company strategy
- Representing the company at external events and maximizing the engagement opportunities for customers and the supply base. Management of the account map and engagement plan
- Customer engagement and satisfaction
- Maintaining a strong relationship with other divisions within the company and supporting the exploitation of R&D through the product chain

Behavioural requirements

- Highly motivated, enthusiastic and delivery focused
- Equally at home when leading a team or working as part of a larger group
- Able to form a view that others will want to buy into. Promotes a “can do” attitude and encourages innovative solutions
- This person will be a skilled negotiator
- Ability to articulate ideas to both technical and non-technical audiences
- Excellent written and oral presentation skills

Other requirements

- This role requires a minimum of an SC security clearance.

More information

Candidates must hold or be able to achieve the required level of security clearance.

How to apply

Please forward your CV and a covering letter explaining why you are suitable for the post to Recruitment@uk.atlas-elektronik.com by the closing date and state the job title in the subject line.

Due to the nature of our work and the projects you will be working on, all candidates must be eligible to gain security clearance. ATLAS ELEKTRONIK UK Ltd is an Equal Opportunities employer and welcomes applications for all posts from suitably qualified people regardless of age, disability, ethnicity, gender, marital status, sexual orientation, religion or belief.

Only successful applicants will be contacted.

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