

Job Opportunity

Sales / Product Manager, Submarines Division

Purpose of role	An exciting opportunity has arisen for a Sales / Product Manager who can apply their experience and skills within a multidisciplinary team, delivering the cross-functional leadership required to provide on the differentiated product vision aligned with customer demands to which delivers unique value to our business. The role covers all aspects of delivery across the product lifecycle, from requirements capture, systems development and integration.
Reporting relationships	Reports to Head of Sales
Location	Dorset Innovation Park, Winfrith
Employment status	Permanent, full time (37 hours/ week)

An exciting opportunity has arisen for a new Sales / Product Manager working within the Submarine Systems Division in AEUK. The role will form part of a multi-disciplinary sales team, who collectively provide the vision and leadership for the development, support, marketing and selling of products across the submarine and underwater domain, in support of Company strategy and goals. The role includes a requirement to work closely with the stakeholder community in the UK and export markets, and covers all aspects of delivery across the product lifecycle, from requirements capture, systems development and integration.

Key Responsibilities

- Delivery of the strategy, creation and feature definition within their Product Area based on domain expertise
- Delivery of a fit for purpose system, meeting customer requirements
- Delivery of compelling, successful bids and technical solutions on behalf of Submarines Division
- Represents ATLAS ELEKTRONIK UK products and systems on behalf of the business to the customer, external partners, stakeholders and suppliers

Knowledge, Skills and Personal Qualities Required

- Proven experience in domestic and international defence markets
- Able to integrate and play a leading role within the product / sales team
- Broad range of capabilities (technical / market knowledge, bidding, direct selling, marketing, business development)
- Track record of leadership / management of teams to deliver complex, compelling, successful bids
- Hard working, dedication and goal driven
- Excellent written and oral communications to support the cross-functional leadership requirements of the role
- Has domain expertise and an existing Customer network within the UK MOD and/or overseas relating to any of the following product lines (for Submarines):
 - Sonar Systems
 - Handling Systems
 - Stealth / Susceptibility Management Systems
 - Electric Actuation
 - Combat Systems / Inboard Processing solutions

Key Accountabilities (to the Head of Sales within Submarines Division)

- Product strategy development including the cross-functional leadership required to deliver on the vision.
- Sales capture, pursuit and leadership of bid proposals
- Sales target delivery

... a sound decision

Behavioural Requirements

- Highly motivated, enthusiastic and delivery focused
- Innovative and prepared to challenge conventional thinking
- Tenacity and determination; with desire to deliver outputs and results
- Team player and leader
- Confident and enthusiastic
- Excellent communication skills; oral and written
- Ability to articulate ideas to both technical and non-technical audiences
- Comfortable dealing with Senior Management

Additional Information

- Experience in Military Submarine product sales in the UK and export markets would be an advantage
- Can widen our UK network particularly into the support divisions of the UK MOD
- Specific experience with sales in one or more of the defence domains / product lines listed above

More information

The successful candidate must be able to achieve full SC (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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