

# Job Opportunity

## Waterfront Services & Training Lead – HMNB Clyde

### Purpose of job

The Clyde Services & Training Lead is focused on Service solutions for existing and future market/customer requirements, working with AEUK Divisions & Business Development (BD) / Marketing teams to ensure through life opportunities are understood and exploited.

Is directly accountable for enduring relationships with customers / end-users to identify opportunities for AEUK Services (Support & Training).

A Divisional Leadership role directly accountable to the Head of Services Division.

Development and implementation of AEUK Services Product Strategy

### Reporting relationships

Head of Services Division

### Location

HMNB Clyde & Remote Working

### Employment status

Permanent, full time (37 hours/ week)

- You will look for opportunities for AEUK to help the MOD to improve in-service capabilities and availability. This will include supporting internal and external Learning from Experience activities, and supporting "Design for X" activities (where X, for example, maybe Availability or Operability)
- The role will include contributing to the development and implementation of a coherent plan for AEUK operations and collaboration in the Clyde, supporting the company strategy, and setting AEUK apart from our competitors to create a strong future position for the company
- Creating a new presence for AEUK in the Clyde:
  - o internal and external stakeholders
  - o AEUK reputation and strategy
- Identifying key insights that would offer AEUK a unique edge to meet future customer need and set the company apart from competitors
- Identify emergent opportunities from internal and external interactions which align with the company's strategy
- Responsible for Services Division products & investment business cases to provide Services capability improvements to deliver output in the Clyde area
- Understands the customer community, end user operations, and the capabilities that our equipment/Services provide; ensuring that in-service feedback translates to new/changes to service offerings
- Delivering against agreed targets; whilst focusing on growth of the future Services pipeline
- Work with Services Division team members and BD team to develop leads to influence customers & the market, qualify opportunities and develop winning strategies
- Work with Product Division System Design Authorities (SDAs) & Product/Sales teams to ensure that service offerings are understood early enough to influence customer requirements, extending to identification of existing product or new Training opportunities
- Close relationship with Services bid team to support the implementation of the winning strategy
- Driving standardisation and reuse strategy across the Services Product Portfolio
- Recommending Make/Buy/Partner decisions

### Knowledge, skills and personal qualities required

- Primarily outward facing requiring good people skills, the ability to build lasting relationships
- Ability to develop divisional Services strategies that align with AEUK goals
- Good understanding of internal and external stakeholders, including SMT, AEUK board, tkMS and Atlas group shareholders as well as industry players
- Ability to solve complex problems, taking account of political, financial and commercial dimensions

... a sound decision

- Provide strategic advice for product development, S&T exploitation and R&D
- Promote effective and collaborative behaviours across Services Division and wider Product Divisions
- Setting out the future Services/Product development strategy including future new product/service developments, R&D and S&T exploitation in conjunction with CTO and Services Division Product Lead
- Early engagement with broader business to ensure that service offerings are scoped as early as possible within the product lifecycle
- Recognition and development of customer needs and market potential, working with BD and Marketing
- Conducting market and competitor analysis, working closely with the Services Programme & Product Leads to maintain a broad view of existing/future opportunities
- Overseeing and leading the design/development of the service offerings, as well as co-ordinating and supporting the introduction into the market
- Development of standard Services Division documents (brochures, presentations, descriptions, specifications) as well as standard offers
- Lead with strategic advice to Services product developments and sales opportunities
- In conjunction with BD community, provide Services product briefings and establish/influence new opportunities

#### Key relationships

- Head of Services Division
- Services Division Operations/Programme Leads
- Services Division In Service Support Managers
- Services Division Project Managers
- Business Development Director
- Business Development Leads
- Head of Strategic Sales
- Head of Marketing
- Submarine/Surface Ships Chief Engineers
- Submarine/Surface Ships Heads of Sales
- Submarine/Surface Ships Heads of Product

#### Behavioural requirements

- Highly motivated, enthusiastic and delivery focused
- Customer focused with the ability to grow strong, enduring relationships
- Innovative and prepared to challenge conventional thinking
- Tenacity and determination; with desire to deliver outputs and results
- Ability to articulate ideas to both technical and non-technical audiences
- Strong interpersonal skills –ability to collaborate with colleagues at all levels
- Promotes open innovation across AEUK and with partners
- Seeks benefit in collaborative approaches
- Engages with colleagues in Knowledge Transfer
- Pro-active and flexible in response to stakeholder and company requirements

#### More information

- High level security clearance is required
- Travel is likely to be required – with time allocated to train and grow team relationships, in AEUK Winfrith

#### 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](mailto: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.

#### ATLAS ELEKTRONIK UK Ltd

Dorset Innovation Park,  
Winfrith Newburgh,  
Dorchester | DT2 8ZB  
United Kingdom

Phone: +44 (0) 1305 212400  
[enquiries@uk.atlas-elektronik.com](mailto:enquiries@uk.atlas-elektronik.com)  
[www.atlas-elektronik.com](http://www.atlas-elektronik.com)

