

**Job Title:** Director of Defence Sector: Business Development and Programme Delivery

**Location:** Coventry, Ansty Park, CV7 9JU

**Job Type:** Permanent

**Working hours:** 36 Hours per week *(Fully Flexible Working Week and Hybrid working options available)*

**Salary:** £74,620 - £117,035 per annum

**Benefits:** Private medical, 2x pension contribution, electric lease car scheme, cycle to work scheme, 25 days holiday (plus bank holidays) and more.

**About Us**

The Manufacturing Technology Centre (MTC) is an internationally renowned and respected research and development organisation, bridging the gap between academia and manufacturing, and is home to some of the brightest minds in engineering from around the globe.

The MTC's engineers, scientists and technicians work with some of the most advanced manufacturing equipment in the world in a supportive and collegiate environment for the development and demonstration of new technologies on an industrial scale, helping manufacturers of all sizes develop new and innovative processes and technologies.

Established to prove cutting edge manufacturing advances in an agile environment in partnership with industry, academia and other institutions, the MTC works with hundreds of industrial clients across a range of sectors including automotive, aerospace, rail, informatics, food and drink, infrastructure, construction and civil engineering, electronics, oil and gas and defence. The MTC helps businesses thrive by advancing their technological and engineering capabilities to improve their business efficiency, capability and competitiveness.

Supported by one of the largest public sector investments in UK Manufacturing, the MTC's engineering capabilities cover research and development, advanced manufacturing management, factory design and training for the skills of the future.

The MTC has world-class facilities in Coventry, Liverpool and Oxford, and is part of the UK's High Value Manufacturing Catapult, supported by Innovate UK.

**The role**

The Director of Defence Sector: Business Development and Programme Delivery Sectors is a senior leadership position responsible for the delivery of the sector portfolio, ensuring each sector delivers their corporate objectives which include new and current business development pipeline, order intake, turnover and project delivery and customer satisfaction.

This role plays a critical role in ensuring the sector performance inline with overall MTC Strategy. This role requires a senior strategic, collaborative, and results-oriented leader who can effectively manage teams, and customers relationships at a senior level.

An exceptional leader for the sector will drive financial targets (P&L), project delivery and service levels, and strategic business development for the sector’s key accounts. This job has been defined to be multi-faceted to ensure that the ‘Need to Know’ principle is adhered to ensure client confidentiality is always maintained.

***Main Responsibilities:***

The main duties of the Director of Defence Sector: Business Development and Programme Delivery will be:

* Develop Sector specific strategy plan to maximise the relevance and impact the MTC has in its chosen industry sector.
* Drive sustainable sector growth.
* Oversee the development and maintenance of sector technology roadmaps to ensure alignment between industry sector needs (pull) and MTC capabilities (push).
* Manage the Sector P&L performance in line with budget and forecast expectations, along with highlighting downside risks / upside opportunities and plans to address them.
* Provide strategic business development leadership to build and sustain key relationships across the sector and clients.
* Understand our client’s problems and how MTC can support their resolution.
* Provide expert insight into the end customers’ requirements.
* To contextualise that knowledge to provide the MTC leadership team with specialist counsel.
* Provide effective governance over sector programmes and projects to ensure effective and efficient delivery across all parameters (quality/technical, cost, schedule, and customer satisfaction).
* Provide leadership for the sector team and work with the functional leads to manage performance.
* To represent the MTC on relevant industry sector associations and bodies.
* Establish and maintain strong relationships with customers, and other stakeholders.
* Lead a team of Sector Directors responsible for executing the Sector specific plan ensuring the clients’ needs are met and are in line with contractual stipulations.
* This role will work closely with the MTC operational leadership team to ensure the strategy is aligned and executed effectively.
* Foster strong customer and third-party relationships at a senior level to facilitate growth opportunities, including partners and trade bodies.
* Working alongside counterparts to ensure resources are in line with business requirements.
* Aware of latest industry trends, emerging technologies, and best practices across UK Manufacturing and how this influences, shapes sector strategy.
* Ensure pricing and margin across all areas to ensure efficient growth and profitability.
* Ensure compliance with legal and financial requirements.
* Working with current senior customers / members or identifying new customers to identify opportunities.
* Lead participation in trade fairs, conferences, and product presentations.
* Developing and executing successful business strategies. This involves understanding the company's goals and objectives, analysing the market and industry trends, and identifying opportunities for growth.
* Ensuring any longer-term obligations with funding bodies are managed and opportunities sought.
* Manage pricing and margin across all sales markets to ensure efficient growth and profitability.
* Ensure effective flow down of objectives across the sector team aligned with the business and sector targets. This requires building and maintaining a high-performance team culture, setting clear goals and expectations, providing feedback and coaching, and developing talent.

**Person Specification**

* A strategic, collaborative, and results-oriented leader with a deep understanding of the technology industry
* Strong leadership skills, with the ability to build and lead high-performance teams, inspire others, and drive results.
* Ability to inspire and motivate large groups of people at various levels of the organisation.
* Experience in a manufacturing industry and MOD organisations; developing and deploying operational technology.
* Leading large scale or complex programmes
* Ability to operate in a matrix organisation and work effectively with different stakeholders (internal and external) including sales, operations, marketing, technology, finance, and IT. This involves building relationships, communicating effectively, and understanding the perspectives and needs of different stakeholders.
* Experience of working in an innovation, research and development environment
* Management of P&L’s from pipeline management, contract negotiation through to delivery of programmes.
* Ability to think independently and contribute ideas and look for new ways to help achieve these objectives.
* Working with classified information.
* Strong attention to detail and excellent written and verbal communication skills, able to craft a compelling narrative and inspire people to partake in the journey.
* Ability to always represent the MTC professionally. Inspires other industry members to engage with the MTC.

**Interview Process**

Once you submit your application, this will be passed on to our Talent Acquisition team for review. If you are successfully shortlisted, the next steps will be a 2-stage interview process.

**Reference and Security Checks**

Due to the nature of our business, all employment is subject to satisfactory references being obtained alongside a level of security clearance checks.