



EXSEL ELECTRONICS
CONNECTED. PROTECTED.

Job Description

Job Title – Head of Capability
Salary – Dependant on experience
Location - UK

Background

Exsel Electronics Limited are an independent engineering solutions, technology systems and support services company providing design, product and manufacturing innovation to Defence and Industry where reliability, safety and protection are paramount. Exsel Electronics has a focus providing a Defence and Security software centric, hardware enabled, systems architecture research consultancy.

Purpose of the Role

The purpose of the role is to support the overall business growth strategy for Exsel Electronics Limited by creating new and maintaining existing relationships for the companies' data security products and consultancy services.

Key Responsibilities

- Develop and implement a business development strategy to deepen our position in the defence market and increase our market share.
- Build and maintain relationships with key stakeholders across the defence industry, including government agencies, prime contractors, and subcontractors.
- Identify new business opportunities and lead the pursuit of those opportunities, including developing proposals and negotiating contracts.
- Work closely with our technical teams to ensure we are delivering high-end data security solutions that meet the specific needs of our defence customers.
- Provide leadership and guidance to ensure the organisation is meeting its targets and achieving identified goals.
- Monitor market trends, competitor activity, and customer needs to ensure our offerings remain competitive and relevant.
- Collaborate with other departments, such as marketing and finance, to ensure we are presenting a unified and effective message to our customers and stakeholders.
- Represent the company at industry events, conferences, and other forums to raise our profile and promote our capabilities.
- Work with the Marketing team to support your own objectives

Competencies

- Results oriented with a drive to succeed and achieve targets
- Be a self-starter and act on your own initiative
- Be an effective communicator across all levels internally and within the customer base
- Be able to work agilely with both the customer base and internal technical subject matter experts
- Be able to absorb large and complicated pieces of information and be an excellent writer
- Have an in depth understanding of the Defence and Security market
- Have excellent inter-personal skills
- Demonstrate sound judgement and decision making ability
- Creative problem solver
- Demonstrates maturity and confidence by sharing successes and challenges with colleagues
- Diligence, reliability and professionalism



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Knowledge, Skills and Qualifications

- Degree, or HND/HNC equivalent
- MS Office packages including graphics editing

Experience

- Minimum of 10 years ideally within the Defence sector or related industry e.g Government orgs.

General

- Must meet security vetting criteria
- The job holder will have a current driving licence
- Ability to be flexible and work outside core hours on occasion
- Regular travel to other sites
- Overseas travel may be required occasionally
- Ability to work in the UK with no restrictions
- Participate in the performance review process, identifying development areas and strengths and undertaking continuous professional development.
- Participate in continuous improvement activities within the company