



<b>Role :</b>	Head of Applications
<b>Grade :</b>	Principal Associate
<b>Salary :</b>	£ 33-42,000
<b>Reference :</b>	21-01030
<b>Term :</b>	2 year fixed, with view to make permanent
<b>Description :</b>	<p>Craft Prospect is looking for a Head of Applications to add an external facing but technical capability to the team. The role will seek to maintain a strong link between our products and services, R&amp;D strategy, and potential customer needs, as well as seeking to develop our customer base further. The role will support actions across the company's three business areas in mission architecture and MBSE approaches, technologies for more responsive operations using AI, and emergent applications and products for quantum technologies such as Quantum Key Distribution for highly secure telecoms. The role will require a high level of technical experience and customer understanding with an ability to quickly identify solutions and secure opportunities for the business.</p>
<b>Responsibilities :</b>	<ul style="list-style-type: none"><li>Strategic engagement with companies across UK, Europe and worldwide</li><li>Develop customer focussed applications for our product and services</li><li>Lead proposal preparation and oversee delivery for high value clients</li><li>Effectively communicate customer needs for supporting R&amp;D decisions</li><li>Support Managing Director in development of commercialisation strategy</li><li>Develop stakeholder base in security and high value applications</li><li>Provide a route to secure additional technical sales within company</li><li>Represent the business in a variety of corporate environments</li><li>Complete approved supplier processes with major companies</li><li>Deliver high value engineering for key clients or contracts</li><li>Provide mentoring and coaching to less experienced engineers</li><li>Direct line management of application-focussed engineers</li><li>Any other reasonable requests in line with the Head of Applications function</li></ul>
<b>Requirements :</b>	<ul style="list-style-type: none"><li>Existing network in space industry with ability to grow for engagement</li><li>Ability to effectively communicate complex technical propositions</li></ul>

Experience preparing and delivering technical proposals for space  
Desire to work in a small business and willingness to fill capability gaps  
Ability to transfer skills, knowledge and experience within the team  
Willingness to approach and engage with potential customers  
Understanding of UK security landscape and opportunities  
Ability to work autonomously and at times responsively to customer need

**Preferred :** Understanding and interest in quantum technologies for space  
Understanding and interest in AI systems for space

**Line Manager :** Managing Director

**About us :** Craft Prospect is a young engineer-led company in its fifth year having consistently doubled revenue each year, picking up a number of awards and recognitions along the way. We work on projects for commercial customers and space agencies, as well as cutting edge R&D in AI and quantum technology. We want to develop our employees to become stakeholders within the organisation, able to work within a team leading projects and developing future space mission concepts to make a positive impact. Our diverse team includes former leads of national space missions, experienced industry professionals, and designers of Mars rovers.

See more at: [www.craftprospect.com](http://www.craftprospect.com).

**Benefits :** Up to 16% pension (matched salary sacrifice), wellbeing and personal development budget

**Apply :** Please send cover letter and CV to [recruitment@craftprospect.com](mailto:recruitment@craftprospect.com), with the reference in the subject line.

**Location :** Glasgow, UK

**Start :** Apr/May 2021 onwards