

## Profile and Career Overview

An energetic, self-motivated, entrepreneurially spirited, a definite people person and a defence and security sector aware sales professional for high value opportunities working at C level/1\* plus. Success driven, accustomed to growing new business with a real ability to organise diverse groups of people into teams working locally, and at a distance. Respected for excellent sales, leadership skills and marketing interest. Experienced at gaining trust and respect of customers and internal stakeholders with an eye for brokering relationships with partners, prospective end user customers and procurement organisations. Speciality: **Creatively assessing existing IT based products and skills, augmenting them where necessary through partners Using Consultative selling to provide a turnkey solutions to the customer thereby helping the company to access new markets and opportunities not previously available.**

**Jones Consulting Europe**

**2010-2012**  
**Owner Director and principal consultant Jones Consulting Europe. Principal focus Business Development in Defence and Security: IT systems and Cyber Security**



Richard Jones

**Jones Consulting Europe**

**THALES**  
**FUJITSU**  
**ALCATEL**  
**VT** **ROYAL NAVY**  
**Flagship**  
**BAE SYSTEMS**

**THALES**

**2007-2010**  
**Head of BD Command and Control Systems and CBRN reporting. Key opportunities Home office programme £110m MoD programme £1bn**

Richard has over 17 years continuous business development experience in the Defence and Security sector, winning numerous rewards for high performance. Having followed a progression From Infrastructure through applications to complete turn key information management and communications solutions.

Richards recent focus has been with his consultancy business providing successful support to a US Cyber Security Software provider who had no experience of the defence sector to successfully participate in a large scale NATO Computer Incident Response centre tender. Providing contract staff for Unilever to provide REMEDY IT Support Management.

**Specialties:** High Value Opportunity Capture managing multi company, discipline & nationality teams. New business development assessing products and skills creating strategy for and delivering successful new market sectors.

2007 2010	<b>THALES</b>	<b>Head of Business Development Command and Control</b>	<b>Entered Thales UK to UK CBRN market creating prospect book in excess of £1bn</b>
2005 2007	<b>FUJITSU</b>	<b>Senior Battlespace Sales Consultant</b>	<b>Doubled 10m target in first year Software solutions for Command reporting</b>
2000 2005	<b>ALCATEL</b>	<b>Director Defence and Security</b>	<b>Trusted Public Sector infrastructure provider. Introduced Alcatel to Defence</b>
1995 2000	<b>VT</b> <b>ROYAL NAVY</b> <b>Flagship</b> <b>BAE SYSTEMS</b>	<b>Business Development Manager Command Control and Electronics</b>	<b>Multi Million contracts for Police Airwave, Army Bowman and Falcon systems</b>
1997 2000	<b>IVEY</b> <small>SOUTHAMPTON UNIVERSITY</small>	<b>PG Dip, Marketing, MA Marketing Southampton University</b>	<b>SD Southern Scholarship Richard Ivey Business School Ontario.</b>

Complete career history details of responsibilities and achievements are available on request.

**LinkedIn** References available at: <http://uk.linkedin.com/pub/richard-jones/8/7b3/170>

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