

COMPANY: e2E SERVICES LTD.

JOB REF: RES.055

TYPE OF ROLE: PERMANENT

LOCATION: WELWYN GARDEN CITY, LONDON, WILTSHIRE (UK) (Hybrid working supported where possible)



Our Company

e2E has been at the forefront of innovation in the space sector, specialising in satellite communications, for two decades, offering to all our world-wide stakeholders unrivalled expertise to design, develop and operate state-of-the-art solutions and systems. Our portfolio of consultancy services and technology know-how covers the entire spectrum of any satellite communication project, from market opportunity sizing and end-user requirements down to ground network development and operations. To both commercial and defence related domains, we also offer unique modular and agile technology to enable a more user-friendly and accessible use of satellite communication resources.

Innovation and ingenuity are the guiding principles of anything we do for our customers. Working with e2E requires a high level of dedication and personal motivation, commitment and a drive to continually seek to strive to improve – and the results consistently achieved over the years, at both personal and team levels, are outstanding and make e2E a great place to work.

Job Description

e2E supports system design, system analysis, major bids, implementation, and testing of military satellite communications networks including satellites built to civil and military specifications. These networks can involve GEO, MEO and LEO satellites and include the use of existing commercial satellite systems to augment core military satellites constellations. We are recruiting BLOS procurement manager and specialists to strengthen our team. These roles will typically be required to work with multiple customers on their projects will be responsible for leading all procurement activities related to commercial satellite or terrestrial communications services.

Key Responsibilities

- Review the current and future needs for the Customers satellite and terrestrial communications capacity.
- Review current contracts in place with the incumbent service providers to ensure they fulfil all the capacity required.
- Maintain and periodically deliver a Strategic Sourcing Plan for all capacity-led procurement activities.
- Lead procurement activities with commercial suppliers and liaise with the Sub-Contract Manager for optimising those procurements, including review of engineering solutions.
- Lead negotiations with commercial Satcom and terrestrial capacity providers to realise value, efficiencies and agree terms and conditions.
- Development of hand-over and training documentation to support continuity of knowledge transfer.
- Contribute to the review and the update of all processes related with capacity procurement and management.

Skills, Character and Experience

Essential

- Experience of procurement and sourcing communications services ranging from urgent individual requirements through to major multi-million £ procurement contracts.
- Experience of procurement contracts, terms & conditions and legal principals.
- Experience of working with complex international suppliers/programmes and large communications service contracts.
- More than 5 years of experience in the Satcom or telecommunications industry.
- A broad technical understanding of satellite communications networks and their end-to-end operation.
- Experience in managing RFIs/RFPs/RFOs, invitation to tender and tender evaluation processes.
- Excellent verbal and written communications and ability to brief at mid/senior including board level.
- Experience in or exposure to negotiating medium/high complexity non-standard agreements, framework agreements and bulk pricing contracts.
- Critical thinking, communication, and relationship-building skills.
- Flexible and resourceful approach, independent problem solver.
- Must be a UK national and hold or qualify for UK SC Clearance.
- Experience managing a team delivering capability in a dynamic, quick changing environment (Team Leader only)

Desirable

- Experience of working within a Defence environment.

Salary

- Attractive compensation package dependent on skills/experience.
- Growing list of Company benefits.

BLOS Procurement Manager



- By submitting your CV/application you are consenting to e2E Group using and storing information about you for monitoring purposes relating to your application of future employment. This information will only be used by e2E Group.

e2E Group is committed to achieving workforce diversity and welcome all applications irrespective of social and cultural background, age gender, disability, sexual orientation or religious belief.

