

Job Description

Job Title	Engineering Director	Reports to	Managing Director
Department	Engineering	Location	Hybrid working with preference for Central England as home base.

A. Key Purpose of the Job (Position Summary)

- Assisting the Growth of Acrastyle business from current level to next level as envisaged in five year financial plan
- Building an Engineering Team which has all the skills to enable Acrastyle's growth plans to become a reality, especially in areas where we are not currently operating (ie IEC61850 Projects, Design and Build of Large Transmission Projects). This may involve the setting up of an Engineering Team in India.
- Representing Acrastyle at BEAMA meetings
- Support Business development in Transmission, Renewable, Industrial and new geographies
- Promote synergy of India & UK operations and help at Group Level to develop new business opportunities using joint capabilities
- Willingness to travel 2-3 days a week to visit Customer and/or factory (Ulverston)
- Willingness to travel overseas once every 2-3 months for a week.

B. Key Result Areas

- New Engineering Team recruited to manage the Engineering aspects of new Projects in Growth areas (ie IEC61850 Projects, Design and Build of Large Transmission Projects)
- Expansion of Acrastyle's Technical Capabilities
- New products/services introduced in Growth areas leading to an overall business impact in terms of order, sales and profit.
- Customer qualification, product approvals for non-core business and new sector / geography for core business
- Participate in key conferences, exhibitions to promote Acrastyle and Group Level
- Promote services offering in specific protection and powers training offer

C. Key Tasks and Responsibilities

- Engage with Transmission Utilities, Utilities and Academia to understand emerging technologies and create a growth strategy for Acrastyle
- Support the Business Development Manager in the Technical Selling to utilities, industry, renewable energy and railway application or any other end user approval, qualification or prescription for non-core products.
- Support the Business Development Manager in promoting the Engineering Service Offering to OEM, EPC and End users such as Utilities, Industries, renewable power plant and railway application in protection, control and switchgear engineering.
- Take ownership of the Development, Finalization and monitoring execution of Multi- year product development plan programming with Engineering and Development.
- Assisting, when requested, with the growth programs jointly being developed by India and UK team and leveraging synergy of low cost engineering and manufacturing in India and disciplined process of UK.
- Develop New customer relations and promote joint interests of S&S Power and Acrastyle UK.

D. Organizational Alignment

- Reports to the Managing Director

E. Educational Qualifications

- BSc in Electronics or Electrical Engineering + Electronics
- Experience 15 to 20 years in Control, Protection and Automation Industry
- Experience of 5 years in leading a Team of 10-15 persons