

MR. ROBERT GALVIN

**BUSINESS DEVELOPMENT MANAGER
BAE SYSTEMS, BRISTOL, UNITED
KINGDOM**

www.baesystems.com



Education and Training

- B. Eng. (Hons) Aeronautical Eng, University of Limerick, Ireland, 1999
- MSc Industrial Sales and Marketing, Loughborough University, 2007

Current Position

Title	Dates	Employer
Business Development Manager	2008-2010	BAE Systems, Bristol, UK

Previous Positions

Title	Dates	Employer
Sales Manager/ Campaign Leader	2005-2008	BAE Systems, Farnborough, UK
Marketing Executive	2000-2003	BAE Systems, Farnborough, UK
Engineer	1999-2000	Airbus UK, Bristol, UK

"Home" Town(s)/County(s)

Bath, United Kingdom

Please describe your current job

My current role is business development manager within the equipment support area of BAE Systems, responsible for developing business for our vehicles programmes (and yes they don't fly). This role includes identifying and leading opportunities, managing key customer relationships as well as improving the service that we give our customer through a service excellence approach. It involves account managing our customers in the UK Ministry of Defence and Export military markets. In this role I travel extensively both within the UK and internationally.

My job requires fundamental engineering knowledge linked with business skills

to interface between our project and engineering teams, and the customer to help improve existing equipment based on what the customer needs.

My job is based in Bristol in the United Kingdom where BAE Systems has a large site. There are about 4000 people on site across a range of different companies so it is a pretty busy place.

Please describe your career path since graduating with your B.Eng. Aeronautical Eng.

After finishing university in 1999 I joined the graduate scheme of what was then British Aerospace Airbus. The graduate scheme that covered 2 years consisted of 1 year moving around the business in four 3-month placements and one full year in a department of your choice.

During my first year I worked in the A380 fuel system engineering department, on the A340-600 design team, and in our wing aerodynamics department.

I had the opportunity to join the BAE Systems marketing department on a placement in mid-2000 and this is where my change in career direction really took place from engineering to sales and business development. The projects I undertook were varied and ranged from creating links between our customers and our business units, managing both internal and external relationships, reviewing the department's budget and coordinating various exhibitions across the European region. I had great opportunities to work inside major sales campaign for our Gripen and Eurofighter aircraft and see first-hand what is involved in sales of these platforms in Europe.

While working in this department I undertook a secondment in our government relations and marketing office in Washington D.C., USA where I worked mainly on market analysis and providing business intelligence in the US market.

In 2003 I transferred to a sales role within one of BAE Systems business units, RO Defence (now Global Combat Systems). I was responsible for developing our sales opportunities and managing our sales operations in Central and Eastern Europe and South America. Over the years with this area of the business I also had the opportunity to work with the US and Canada developing our business in these markets.

Over the years I had the pleasure of travelling to many parts of the world with work, and have had the pleasure of spending time in places like Rio de Janeiro,

Prague, Athens, Washington DC.....I've probably visited more of the world's Irish Bars than most, and trust me nearly every city in the world has one!

What made you decide to study Aeronautical Engineering at UL?

I had a real interest in engineering, was very inclined towards physics and mathematical type subjects at school, and so thought that would be an interesting area to study. I also thought that the aerospace world would be a very interesting place to work - it seemed a really interesting part of engineering.

Are you glad you did?

Yes, I really enjoyed my time at UL, made some great friends and had a fantastic time on campus over the years. It also really prepared you well for the world of work (co-op and final year projects especially).

What did you most enjoy about studying at UL - academically, and also non-academically?

Academically I enjoyed learning about materials and fluid dynamics most during the course, and the flight dynamics modules were really good also (especially the actual flights). Non-academically the whole experience of being on campus, meeting new friends and the sports facilities are what made it a really fantastic time. Still have great memories of the Lodge and Stables.

Where did you do your COOP?

Irish Air Corps - I had a fantastic time during my 9 months with the Air Corps, learned a load about the maintenance of their aircraft and also about the role they play for the country.

What advice would you give school-goers considering choosing Aeronautical Engineering?

Do it ...it's interesting, and you can always get a job in other engineering areas if you don't like the aerospace side afterwards. Be prepared however that the aviation world in Ireland is small and you will need to go to Europe or the US to work in the big players.

What advice would you give future graduates of Aeronautical Engineering?

Don't be afraid to apply to all the big companies, they need engineers and the skills from UL are very relevant to getting a good job in some of these companies.