

Business Development

The Business Development function of BAE Systems is responsible for identifying, developing and winning new business to achieve growth aligned to the Company strategy. Business Development is seen to be a significant driver behind BAE Systems aim of becoming a global player in its major markets.

Business development specialists in Insyte find opportunities to work across the Air, Land and Sea domains, in different geographical markets and with innovative technologies at the leading edge of engineering.

The role is crucial to the growth of the company and demands a high level of communication skills with existing and potential customers but equally with the other functions such as Engineering, Finance and Project Management.

To succeed in Business Development you will need to be attuned to the requirements of your customers. Relationship management with customers, partners or stakeholders lies at the heart of Business Development and the skills to build trust, rapport and productive relationships are essential.

Business Developers in Insyte are supported by the newly introduced Business Winning Developing You competency and development framework. This profiling tool is used in BAE Systems to help people identify their strengths and development needs. It assists in career planning, helping people create individual development plans that extend beyond their time in the function.