

Profile and Career Overview

30 years experience of working in complex connected IT systems with a speciality in IT Security. Geoff has worked in both government and private domains, supplier and client side, and is able to take a pragmatic approach to systems development, developing requirements, and understanding the balances that are needed to develop a working solution.

Experienced Business Developer and Consultant with a successful record in business development, cyber strategy and acquisition. Strong technical background in information systems and networks for government, defence and the civil markets. Experienced in the financial and business aspects of account management and project management. Long and successful track record with the UK military, over 4 years in NATO and the EU and civil market. Able to break into new markets.

Jones Consulting Europe

2011-2012
Principal consultant
for Cyber Security
practice Jones Con-
sulting Europe



Geoff Anderson

Jones Consulting Europe

THALES

VEGA

THALES

2007-2011
Created and ran busi-
ness development for
UK Cyber Security, In-
formation assurance
and Secure Systems for
MoD and civil markets

Key Areas Of Achievement

As a Principal Consultant for JCE Led the business development activities for an American network security product company for a strategic NATO Cyber opportunity. Interfacing into NATO technical and procurement staff and liaising with potential systems integrators. The customer products were successfully incorporated into the winning bid.

Provided consultancy to a start up company offering security products to mobile devices and authored a proposal that won a £100K grant from the Technology Strategy Board. .

Successfully managed and supported bids from £50K to £20M, from consultancy to large complex systems. Developed new business with customers from defence, government, NATO, EU and civil markets.

Provided client side consultancy to the MoD over 10 years for the procurement and development of requirements for critical and complex systems and operations.

Generated pipeline in new market areas – Led key Cyber and Information Security opportunities, and UK based protection of online IP.

2002 2011		Senior BD Manager Information Assurance and Cyber Security	Created IA and Cyber Security Unit within Thales UK
1991 2002		Procurement/business consultant to MoD	Embedded in the MoD IPT providing SOW and SRDs for Future Carrier
1978 1991		Ferranti Systems Systems Integration Manager	Managed Key bids including the concept phase for the Navy Type 45 systems .

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

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