



## **Head of Strategy (Additive Manufacturing)**

Driving Synbiosys growth in the additive manufacturing domain.

Full time. Remuneration package negotiable depending on experience and skills.

### **Background**

Synbiosys is a rapidly growing startup based in London. The founders are all Imperial College PhD alumni, and board members include the new (and first) Managing Director for NATO's new accelerator program, DIANA, and a commercial strategy advisor to DARPA.

Our vision is to empower everyone to solve the materials and manufacturing challenges of tomorrow, through the systematic validation of every step.

We build the highest performance toolsets, from cutting edge technologies, to deliver a more agile, efficient and sustainable future for all manufacturers. Through our methodologies and software, the Validation Platform, we can reduce the time and cost to develop, validate and integrate advanced manufacturing technologies into industry, delivering unparalleled value to our customers.

We're currently delivering to industrial metals, aerospace, automotive companies and the US Army. Examples include:

- Increasing throughput on industrial metal processing lines through optimisation and automation.
- Accelerating the evaluation and integration of advanced and sustainable materials into products such as cars.
- Rapidly validating metal additive manufacturing machines to produce spare parts, on-demand, right first time.

We are rapidly growing our capabilities for the rapid validation and qualification of additive manufacturing technologies. This includes the evaluation, validation and qualification of new materials, machines and parts. We are at an inflection point - We are delivering the first part of our capability to Armed Forces of NATO countries, and have been invited to talks in numerous conferences in the coming 12 months. We want to accelerate this traction in all aspects:

Increase our industry presence and reputation, increase our customer base and generate new commercial opportunities and collaborative partnerships. Part of this will also include educating industry on the benefits and feasibility of our new methodologies and software approaches.

The value add we can provide to the AM community can be extraordinary: Once our capabilities are fully developed we will be able to ultimately enable anyone, anywhere to produce AM safety critical parts right-first-time, on-demand.

## **Job description**

We are looking for an experienced Head of Strategy (Additive manufacturing) to lead on the expansion of Synbiosys into the additive manufacturing (**AM**) industry. You will play a critical and highly visible role in driving the growth and success of Synbiosys in AM by developing, communicating and implementing effective growth strategies that deliver business results.

You will have exceptional leadership skills, and a track record in enabling companies to grow through effective creation and implementation of growth strategies. You would be expected to align the growth and other strategy development of AM to Synbiosys' overarching strategy, communicating to senior management, employees, and other stakeholders and ensuring that all levels are matched and working towards the same goals.

Synbiosys is a rapidly growing company, and there will be additional opportunities as Synbiosys grows.

You will initially be working with, and report directly to, the Synbiosys founders to build and implement these strategies into AM within NATO allied countries. You will work alongside the AM development and delivery teams at Synbiosys, developing aligned commercial opportunities as new technology and features become available.

You must be comfortable working in both civilian and defence industries. Experience of winning and delivering on US defence contracts, especially DARPA, is a bonus.

### **Location / Remote working**

The role will be based at our offices near Ladbroke Grove in London, with flexible, hybrid and split working available.

### **Travel**

Up to a week a month outside of the UK should be expected.

## Responsibilities

You will be responsible for:

- Effective prioritisation of leads in the additive manufacturing sector.
- Creating new high value commercial opportunities from leads.
- Maintaining Synbiosys knowledge of the forefront of AM technical and commercial developments.
- Prioritising, maintaining and growing a clear Synbiosys' presence in the AM industry which fulfils Synbiosys' strategy.
- Communication with the AM delivery team leader, providing them with insights from potential customers, and incorporating their technical insights into the strategy.

## Duties

You will:

- Liaise with the executives on the AM vision and strategy, and execute on that strategy.
- Liaise with the AM product delivery team leader on feature prioritisation and development.
- Providing salient points on the AM industry state of play to Synbiosys executives through meetings and concise presentations.
- Identify, develop and maintain strategic partnerships and collaborations in the AM industry, using Synbiosys' existing processes. This includes organisations such as:
  - The entire value chain of companies - From mines to OEMs.
  - Standards authorities.
  - Certification authorities.
  - Academics.
  - Research & Technology Organisations (RTOs) and National Laboratories.
- Identify, develop and win commercial and (when relevant) grant-funded opportunities, using Synbiosys existing sales processes.
- To maintain and grow Synbiosys AM presence:
  - Be active on communication platforms.
  - Write articles.
  - Speak at events and panels.
  - Demonstrate thought leadership.

## Skillset Requirements

### Essential Skillset and Experience:

- Strategy and Organisational.
  - Proficiency in prioritisation of opportunities and activities to deliver on key objectives.
  - Demonstrable experience in building and successfully implementing growth strategies for technology startups and scale-ups into manufacturing industries.
  - Strong decision making skills and cuts through complexity.
- Communication and rapport.
  - Strong communicator, able to communicate vision and strategies clearly and effectively.
  - Interpersonal skills, able to build relationships with key stakeholders and influence and persuade others.
- Leadership.
  - Experience and skills in leadership, presenting and communication. This includes:
    - The ability to inspire and lead internal cross-functional teams, and manage conflicts effectively.
    - Thought leadership to position Synbiosys commercially.
    - Media and industry presence, including presenting at conferences and panels.
- Technical.
  - Demonstrable experience and understanding of materials and manufacturing, with an emphasis on additive manufacturing.
  - Technical writing proficiency.

### Desired Skillset and Experience:

- Experience influencing and affecting change within a large organisational customer.
- Experience in continuous improvement and/or internal change management.
- A strong existing network within the AM industry.
- A physics or engineering technical background (e.g. MSc or PhD).
- Previous experience in building a strategy and business development team.
- Experience of winning and delivering on US defence contracts, especially DARPA.

## Working at Synbiosys

We're a dynamic, happy and hugely supportive team. We give everyone the space to think and operate independently, and provide a high level of freedom and accountability. We don't track

time spent working, and instead focus on milestones and keeping to delivering them on time. How you organise yourself will be up to you.

We support and push for personal and professional developments and will happily support you in the form of building up a library of reading material and contributing to development courses.

We're committed to a good work/life balance, and there is the opportunity to enjoy regular company socials (we are close to Westfield, Portobello Market, etc). Some of our team members' hobbies are climbing, rocketry, trampolining, skydiving, reading and gaming.

Synbiosys celebrates and supports diversity, and is committed to promoting equal opportunities in the workplace. Every job applicant, employee or worker will be treated fairly and equally with dignity and respect regardless of age, disability, gender reassignment, marital or civil partner status, pregnancy or maternity, race, colour, social class, nationality, ethnic or national origin, religious belief, union membership, political opinion, sex, sexual orientation or any other protected characteristic.

We encourage interested applicants who do not meet all of the requirements to still apply as we consider each candidate on a case-by-case basis.

## **How to Apply**

If you are interested in this position, please email your CV and a short cover letter to [jobs@synbiosys.co](mailto:jobs@synbiosys.co), with the subject title "Head of Strategy (AM)", and we will be in touch.