



Job Specification

Position	Fleet Services Development Manager
Reporting to	Engineering Director
The Company	<p>Brigade Electronics, established in 1976, is at the pinnacle of commercial vehicle and mobile plant safety. A founder and innovator of sensing and monitoring systems that have helped save countless lives across the globe for over forty years.</p> <p>Whilst our portfolio can be emulated, our commitment to vehicle safety, our reliable, trusted products and our dedicated team of experts, cannot. We invest in people as well as technology. Everyone in the Brigade family understands the life-changing significance of the products and service we provide and the importance of outstanding systems that work in the most demanding of situations.</p> <p>The Brigade Group organisation is based in the UK and has subsidiary companies in the USA, Canada, Germany, France, Italy, The Netherlands and Poland, and selling in to over 80 countries world-wide via our National Distributor network.</p>
Purpose of Role	<p>Brigade have already introduced 3/4G connected devices to the marketplace. Existing Desktop and Server software and Apple and Android apps are available. As our product range and customer demand for off vehicle data services increases an exciting opportunity has arisen to lead the future development of our Service platforms working with key stakeholders and the project team to identify, design and implement new revenue streams and transform our Service platform.</p> <p>The role will require a dynamic entrepreneurial leader with a technically competent background. They are likely to come from the fleet management or telematics industry having proven they understand the wants and needs of a Fleet Manager. Knowledge of vehicle, telematics, digital recording data and advanced driver assistance systems is essential. Proven experience of building and leading a team (internal and external resources) to translate customer requirements in to a fully interactive easy to use interface linking a number of different data types and inputs leading to more efficient management of the safety of their fleet.</p> <p>To enable the successful candidate to maximise the opportunity for Brigade the position would benefit from a candidate having knowledge of</p>

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	<p>and experience in the following but not limited to:</p> <ul style="list-style-type: none"> • Fleet and commercial vehicle management. • Vehicle telematics, ADAS, AI and vehicle integration. • Internet service provision, the cloud and IoT, Machine2Machine. • Mobile data management. • API integration & Web development and Applications. • Project Management. • Team & Subcontractor Management. • Commercial & financial management (P&L and ROI). • Monthly Billing & ERP system. • Service Level Agreements & Contract management. • ISO 9001, ISO 27001 Information security & GDPR. <p>Frequent domestic and international travel will be required.</p>			
<p>Key Responsibilities</p>	<ul style="list-style-type: none"> • Lead and develop Brigade’s Fleet Management Service offering. • Understand Brigade’s current products and development roadmaps to maximise the Services opportunity. • Work with the Product Manager to understand market trends, service requirements and feature sets, developing strategies & solution to realise the revenue streams. • Support Product Management Research & Develop strategies and road maps to continue to acquire and deliver Brigade’s innovative and market leading services protecting any IP, design right or know how developed. • As hands on Project Manager deliver the service solutions within time, cost and quality targets agreed with the Board of Directors using both internal and external 3rd party resource/companies where suitable. • Work with the Supplier Management team to manage the supply base in line with required SLA. • Support and attend Project meetings and the New Product Introduction processes meetings where appropriate, developing business cases and reports, managing risk & opportunity where appropriate. • Ensure appropriate Business Continuity is in place and tested to ensure service is provided in line with contractual conditions. • Work with the compliance and legal administrator to ensure Brigade SLA’s and contracts are fit for purpose, managing both our customer expectation and protecting Brigade’s interests. 			
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	<ul style="list-style-type: none">• Develop and obtain approval of pricing structures to ensure profitability and ROI of the services.• Work with the IT and communication department to ensure our ERP systems can facilitate the financial transactions efficiently.• At all times represent Brigade's best interests when performing the duties of the role.• Making sure quality and operational standards are met as per our Business Management System (ISO9001 and ISO27001)• As required support and attend exhibitions, seminars and workshops etc.
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Person Specification

Essential	Desirable
<p>Education and Training</p> <ol style="list-style-type: none"> 1. Degree educated in Business, Engineering or Science discipline 2. At least 3 A levels (equivalent) at Grade C or above and including Match & English with a high level of numeracy and literacy 3. IT software, hardware and networking architecture 	<p>MBA or MSC Vehicle systems/integration</p>
<p>Experience and Skills</p> <ol style="list-style-type: none"> 1. Minimum of 5 years Telematic and Fleet Management system development and management experience including but not limited to: <ul style="list-style-type: none"> • Vehicle integration for telematics • Telematic data management and reporting • IT infrastructure & systems (HW & SW and integration) • Customer implementation and management • Commercial responsibility 2. Experience of managing multi-disciplinary teams in a fast-paced environment with changing priorities achieving success in project delivery 3. Relationship developer with both internal and external stakeholders. 	<p>Developed Fleet management systems from the ground up and rolled these out internal and externally to clients</p>
<p>Personality and Motivation</p> <ol style="list-style-type: none"> 1. Dynamic and entrepreneurial 	

<ol style="list-style-type: none"> 2. Self-motivated and able to work independently 3. Commercially aware with good business acumen 4. Desire to learn and adapt to change 	
<p>Interpersonal Skills</p> <ol style="list-style-type: none"> 1. Business leader 2. Confident communicator, comfortable presenting and reporting to all levels of the business 3. Strong self-management and co-ordination skills. 4. Able to manage both direct reports, indirect and 3rd party. 5. Helpful and approachable 6. Results driven with a right first-time focus 	
<p>Communication & language skills</p> <ol style="list-style-type: none"> 1. Very clear spoken and written English is critical 	<p>Second language</p>