**PETER ANSTISS**

[peteranstiss@btinternet.com](mailto:peteranstiss@btinternet.com)

Tel: (07801) 718198 or (015242) 76173

**PROFILE**

A Board level Business Development Executive, Chairman and Independent NED with experience of the Aerospace/Defence, Engineering, Security and Financial Services sectors. Career highlights include Divisional CEO, MD and Board positions in high technology businesses where successful growth strategies have demanded extensive investment in sophisticated marketing and the establishment of geo-political relationships between nations. Proven skills in the formation and leadership of business winning teams and effective International partnerships, operating in highly regulated environments requiring exemplary corporate governance and strong political engagement. Now embarked upon a portfolio career in the Technology, Engineering and Financial Services sectors.

Possesses a leadership style which has been described as inspirational, inclusive, approachable and supportive with the ability to work under pressure and scrutiny with a wide range of cultures and skillsets. Has mentored a large number of senior executives to help them reach their full potential.

**PORTFOLIO ENGAGEMenTS - 2015 to date**

**LEADER IN RESIDENCE AND HONORARY TEACHING FELLOW – LANCASTER UNIVERSITY**

**NON EXECUtiVE director – The cumberland Building Society (2015-2018)**

**Partner: Consultant – Growth Predictor Index**

**management consultant and Executive coach for division of a ftse 250 uk plc**

**Career Summary WITH BAE SYSTEMS PLC**

**Business Development Director and Board Member, Military Air & Information** 2004 – 2014

*Functionally responsible for creating Divisional business winning teams in global defence markets supporting an ambitious growth strategy in the military air and defence information sectors.*

* At peak, c14,000 employees, 25 UK sites, over 30 global customers
* Chairman of Eurofighter Strategic Marketing Committee and MD, Eurofighter International
* Extensive engagement with senior Political, Military and Industrial decision makers

**Managing Director, Eurofighter Typhoon Marketing, BAE Systems HQ** 2002 – 2004

*Integrating resources across Europe’s leading military aircraft programme to achieve Typhoon export orders often in competition with US, Russian, French and Swedish companies.*

* Responsible to the Deputy Chairman and additionally to Board members of EADS and Alenia
* UK Leadership of £10Bn+ export sales campaigns on behalf of the European Consortium
* Creation of successful strategies for new market entries and global business winning

**Chief Executive, British Aerospace Australia (BAeA), based in Sydney** 1998 – 2002

*Representing the UK PLC interests in Australia tasked to develop the market, integrate multi state operations whilst delivering improved customer relationships and project performance.*

* Formation of BAE Systems Australia by merging BAeA and GEC Marconi operations
* P+L responsibility for c A$500m sales, 30 sites, 3500 employees and future strategy
* Chairman of the Operating Board and member of several Australian Defence industry bodies

**Production Engineering, Project Management and Sales/Marketing roles** 1977 – 1998

*Leading a wide range of new technology and diversification investments to exploit*

*intellectual property and broaden the business/customer base.*

* Implementation of factory automation investments and production efficiency projects
* Formation of new business subsidiaries in advanced manufacturing in the UK and US
* As Director of Sales and Marketing, business unit leadership of global export sales campaigns

**PROFESSIONAL AND EDucation**

SIF Approval by the Bank of England Prudential Regulation Authority 2016

Courses in Corporate Governance, International Cultural Awareness, Integrity in

Business Dealings, Intellectual Property Management, Corporate Accounting and Law 2004 – 2014

Nominated as Fellow of the Royal Aeronautical Society for services to aerospace 2000

British Aircraft Corporation/British Aerospace plc., Graduate apprenticeship 1973 – 1977

Graduated in Production Engineering, Coventry University 1976

**CAREER HIGHLIGHTS AND ACHIEVEMENTS**

* Supported campaigns to win new defence business, collectively valued in excess of £10Bn, in Canada, Australia, South Africa, the Middle East, Central Europe and Asia through the resourcing and leadership of multi-disciplined teams;
* Established strong personal and professional relationships with key Political, Industrial and Military decision makers in the UK, India, Middle East, SE Asia and Australia;
* Integrated GEC Marconi Electronic Systems and British Aerospace Australia to create BAE Systems Australia - a single operational entity with common cultures, processes and ambitious business targets;
* Initiated a portfolio rationalisation, divestment and M&A programme in Australia which delivered improved margins, order intake and sales in subsequent years;
* Contributed to export success for the Swedish Gripen aircraft as the Business Development Director on the British Aerospace/Saab Joint Venture Board;
* Achieved high levels of teamworking across the European Defence Industry in support of Eurofighter Typhoon export programmes. Nominated to become Chairman of the consortium’s Strategic Marketing Committee;
* Implemented a Typhoon business review in India on behalf of BAE Systems and EADS Cassidian/Airbus which involved extensive investment in the Indian defence market coupled to strengthening geo-political relationships between India and several European governments;
* Made a significant contribution to sustained improvements in order intake, sales, profit and cash performance as a Board member of the BAE System’s business unit responsible for the Military Air and Defence Information sectors;
* Facilitated the professional development of numerous senior executives whilst also mentoring young apprentices and graduates;
* Influenced UK government policy to align it with industry needs through participation in a number of industry/government initiatives.

**PERSONAL**

* Married with two adult children. In good health and fully mobile.
* Interests include the restoration and driving of historic racing cars worldwide.
* Currently renovating a grade II listed farmhouse and cottage in Cumbria.
* Recent UK security clearances.