

Mark Bate BSc (Econ) MSt



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A highly experienced and recognised leader with a demonstrated history of working in the Defence & Aviation sector solving problems, delivering decision support, and procurement projects. Applied experience of requirements setting, stakeholder management, business case development, bid submission, and benchmarking activities. Additional experience of commercial oversight and financial management in the public and private sector. Extensive activity in the UK and overseas identifying and briefing major opportunities to C-Suite executives with the intent to capture, win and close business.

Key Skills

- Exceptional communicator be it written, oral, and aural both internally and externally.
- Ability to build working relationships with colleagues at all levels with an organisation.
- Leadership of complex teams with the ability to make informed decisions.
- Project planner and manager able to handle concurrent, interdependent issues.
- Skilled, tactful, and frank policy advisor on one-to-one issues.
- Strong analytical and diagnostic skills with sound judgement.

Experience and Achievements

Ascent Flight Training, Director of Business Development, May 2023 – Present.

Designing, developing, integrating, and delivering world-class turn-key military flight training services.

- Developing a sales pipeline to exploit business adjacencies and international expansion working alongside partners and shareholders.
- Working closely with the Department for International Trade (DIT) and UK Export Finance (UKEF) to enable market penetration of target countries.

AceHawk Aerospace, Director of Business Development, August 2022 – May 2023.

Reducing the risk, carbon emissions, and expense of Battlefield Helicopter procurement without compromising capability and effectiveness.

- Developed global sales pipeline to pursue opportunities.
- Worked closely with the Department for International Trade (DIT) and UK Export Finance (UKEF) to enable market penetration of target countries in East Europe, Latin America, and North Africa.
- Managed Profit and Loss (P&L) forecasts, Internal Rate of Return (IRR), and Return on Capital Employed (ROCE) to attract and secure circa >\$100M in private equity financing.
- Drafted DPQQ submission for the UK MOD New Medium Helicopter (NMH) programme.

Blue Echelon, Director, June 2022 – May 2023.

Independent consultancy to the defence and aviation sector.

- Delivered Red Team support to Project AIR 5428 Phase 3 for Lockheed Martin Australia.
- Drafted RFI submission for Project AIR 6016 for Lockheed Martin Australia.
- Price to Win and other bid support activity for QinetiQ GmbH for German air support programmes.

Draken International, Business & Capability Development Director, Oct 2017 – Jun 2022.

Captured and pursued contract opportunities for adversary air and other aviation training services in addition to system capability development and integration.

- Led and supported disparate multi-disciplinary teams writing request for proposal submissions for the Combat Air Forces Contracted Air Support (CAF CAS) programme winning >\$70M of business.
- Developed sales pipeline establishing teaming relationships for future business in Germany, the Netherlands, the European Defence Agency (EDA), and NATO.
- Delivered transformational change in Grifo-L radar sustainment activity delivering an 'always

- available' Contract Logistic Support (CLS) programme saving upwards of \$1.5M per annum.
- Undertook international benchmarking activity (strategy, mergers, and acquisitions) aligned with vendor screening and due diligence assessments for 7 figure acquisition programmes.
- Led requirements and stakeholder management for aircraft modernisation activity with regard combat radar and passive sensors working with multiple global vendors and platform system integrators (Leonardo (Grifo-E & Skyward), AQRD, Meggitt, Avalex, Mercury) to manage schedule and risks.
- Led commercial negotiations with national governments for platform acquisitions and global OEMs for sensor acquisitions and follow-on sustainment contracts.
- Ensured export compliance, specifically: US International Traffic in Arms (ITAR) covering items on the United States Munitions List (USML) governed by the Department of State (DoS, specifically DDTC) and Italian national ITAR governed by the Ministry of Foreign Affairs (UAMA and Legge 185).

Royal Air Force, Desk Officer and Contract Management, HQ Air Command, April 2015 – Oct 2017.

Provided oversight and accountability of contracted air Operational Readiness and Electronic Warfare Training to the Royal Navy and Royal Air Force.

- Executed a circa £200M service delivery contract ensuring contractual compliance via quarterly management boards, adherence to KPIs, and DEFCONs.
- Delivered in-year efficiency savings of circa £1M through identification of waste procurement activity by the contractor enabling budgetary reallocation to other programmes.
- Chaired the bi-annual capability development board with all end-users and technical agencies to understand future operational electronic warfare training requirements.

Earlier Career Highlights – Royal Air Force from 2000

Senior Mentor, Temporary Duty throughout 2015-2017, Malaysia and Singapore.

- Mentored a multi-national team from the Five Powers Defence Agreement (FPDA) nations to successfully integrate the armed forces of all 5 nations as part of capacity building with the aim to demonstrate the ability to defend Peninsular Malaysia and build closer military ties.
- Tactfully advised the senior Air Commander from the Royal New Zealand Air Force (RNZAF) enabling him to generate and successfully integrate his component into the multi-national force.

Planning Coordinator, NATO Combined Air Operations Centre Torrejon, 2014 - 2015.

- Principal Advisor to a NATO Commander on operational planning for Air Policing and the execution of air operations within NATO's southern region including response measures to the Ukraine Crisis.
- Directed a multi-disciplinary team that delivered informed, executable, and risk-based planning enabling the Commander to execute operational decisions.

Professional Qualifications

Managing Successful Programmes (MSP) Foundation.

UK MOD Planning, Budget, and Forecasting Course, Financial Accounting Course.

UK MOD Acquisition Employment Training (AET) including APMP.

Air Battle Staff Training (National (AWC Air Warfare School) and NATO (DACC Poggio Renatico)).

Air Weapons Employment Course and Advanced Electronic Warfare Course (AWC Air Warfare School).

Educational Qualifications – in addition to 4xA-Levels (US Advanced Placement / Scholastic Achievement Program) and 9xGCSEs (US High School Diploma).

Master of Studies (MSt) International Relations – Distinction.

University of Cambridge, 2017 – 2019.

BSc (Econ) International Politics & Strategic Studies – 1st Class Honours Degree.

The University of Wales, Aberystwyth. September 1996 – June 1999.