

**Job Specification for Security Industry Secondees (2 posts) to work within the Department for International Trade for a period of up to 12 months**

**Background**

The Department for International Trade (DIT) was established in July 2016, and is responsible for promoting UK trade across the world and attracting foreign investment to our shores, under the leadership of the Secretary of State, the Rt. Hon Liam Fox MP. Working with UK based businesses, DIT ensures their success in international markets, and encourages the best overseas companies and Governments to look to the UK as their global partner of choice.

The Defence & Security Organisation (DSO) within DIT has specific responsibility for assisting British defence and security companies export their products and services overseas. To support our work on increasing security exports, we are seeking to recruit two industry secondees for a period of up to 12 months.

**Security Exports Strategy**

In 2014, the Security Exports Strategy was published, jointly with the Home Office: <https://www.gov.uk/government/publications/increasing-our-security-exports-a-new-government-approach> which articulated seven key capability areas where the UK can adopt a strategic approach to winning overseas security business; and promoted a 4 step approach in promoting the UK offer as follows:

* Identify (the opportunities);
* Promote (the capabilities);
* Engage (UK industry with potential overseas buyers) and
* Support (industry to convert opportunities to reality).

We are now looking to revise the Security Exports Strategy to strengthen and increase the UK security offer, and are looking for two industry secondees to assist us in this work. The specifics of each role are as follows:

Role 1 – Producing the Security Export Strategy

* Scope the current security sector landscape, identifying current global security threats;
* Working with DSO’s Security Advisors, the security industry, relevant trade associations and representatives of UK Government Departments, evaluate the needs of overseas markets and potential customers;
* Consider whether the market requires a new basis for a strategy to increase exports and whether the seven capability areas of the original strategy still provides the best structure to frame the strategy against.
* Produce a revised strategy which will increase the UK’s competitiveness in security exports, taking into account issues faced by the security industry.

Role 2 – Producing the UK Security Offer

* Assisting with the analysis of the security sector landscape;
* Using analysis produced from the scoping phase of this project, identify the strengths of the UK security market;
* Undertake research to identify what key security capabilities are being sought worldwide;
* Working with the security industry and Government Departments, identify case studies which could strengthen the UK offer, including UK capabilities used to address security threats;
* Produce a UK Security Export Offer promoting the best of British capabilities.

Role 2 will be further defined during the course of Role 1 work and it is therefore possible that the role may change from the description above.

This work will culminate in:

* A detailed security exports strategy, setting out information to help companies increase their export potential;
* A clearer understanding of the security markets’ needs and requirements;
* Detailed knowledge of the capabilities offered by the security sector and how these fit into overseas markets and opportunities
* A detailed “UK Security Offer” highlighting what the UK can offer overseas customers.

The export agenda is a high priority for the UK Government, and the two successful candidates will need to work closely with colleagues across DIT (including overseas networks), RISC and other trade bodies, and wider government departments including the Home Office. It will be important to ensure that the government offer and support is aligned with that of the industry offer, to leverage HMG priorities and capabilities.

Both roles will report to the Assistant Director of Strategic Market Development within DSO who leads on this project.

**Terms and Conditions**

The successful candidates will be seconded to DIT DSO with all costs paid by the seconding organisation. The duration of the secondment is for a minimum of 6 months and up to 12 months.

Successful candidates from UK industry will be expected to be completely impartial and represent the views of a broad cross section of UK Security companies and not solely those of the sponsoring company. The sponsoring company and individual will be required to sign binding Non-Disclosure Agreements to that effect.

**Location and Working Hours**

The two roles will be based at the Offices of the Department for International Trade, 3 Whitehall Place, London SW1A 2AW.

Although the roles are full time, and it is expected the successful candidates will work for 36 hours a week, alternative working patterns will be considered.

**Experience required**

* Broad knowledge of UK security sector;
* Business development experience and experience working with overseas customers;
* Some knowledge of UK Government support to exports.

**Security clearance required**

* Basic check

**Application and interview process**

If you are interested in applying for any of these roles, please provide a CV setting out your skills and experience relevant to the specific role you are applying for. CVs should be submitted by **14 July** and be sent to Nisha Rahim, Assistant Director of Strategic Market Development at [Nisha.Rahim@trade.gsi.gov.uk](mailto:Nisha.Rahim@trade.gsi.gov.uk)

Candidates should be prepared to be interviewed, which are likely to take place w/c 31 July at the Offices for the Department for International Trade, London. Successful candidates will be expected to take up post during mid August.

If you have any enquiries concerning these roles, please direct them to Nisha at the above email address.