

Head of Defence Solutions

(Multi-Domain Maritime & Infrastructure Innovation)

Remote working – 20 hours per month

Services for equity arrangement

Start and onboard immediately

Evolves to a paid role upon closing our next capital raise

Want to assist an exciting, innovative, smart infrastructure venture that is passionate and determined to accelerate the new world of clean energy, transportation and maritime to net zero & to meet ESG targets?

As a group, ELIRE has accelerated very quickly over the last months to position our ventures and world-first solutions critical to accelerating the ecosystem shift to adopt new technologies. ELIRE Infra has a long pipeline of exciting projects from London, UK, UAE, Australia, the Nordics and the Mediterranean.

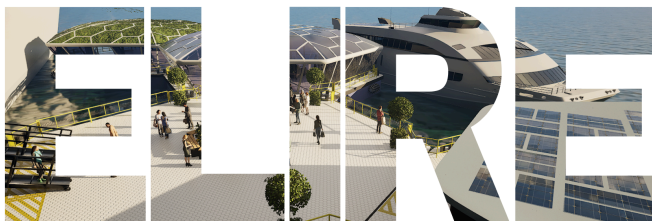
Company Description - ELIRE Group pioneers innovative solutions at the intersection of infrastructure, transport, and clean energy to help clients achieve decarbonisation and net-zero goals. The company values commercially viable, scalable, and impactful innovation, blending existing technologies with new ideas to drive change.

Elire is a startup, only two years gestation, however scaling very quickly. Your role extends from strategic decision making within your domain to personally undertaking structural analysis and submission preparation.

We are seeking a strategically minded and execution-focused **Head of Defence Solutions** to lead ELIRE Group's entry and long-term positioning in the global defence sector.

This senior leadership role will operate across the Group's three ventures—spanning maritime platforms, power and energy systems, and logistics innovation—to deliver integrated, high-impact solutions aligned to emerging defence needs.

The ideal candidate will have a strong background in defence, security, or dual-use infrastructure, with a proven ability to shape, capture, and deliver complex programmes from concept through to operational deployment.



This role requires an exceptional combination of market insight, technical acumen, and stakeholder influence, translating operational gaps into viable engineering and infrastructure offerings.

As Head of Defence Solutions, you will **lead the full business development cycle**: mapping opportunities, forging strategic partnerships, defining bid strategies, securing funding, and managing key defence accounts.

You will act as the primary interface with **government agencies, end-users, regulators, and prime contractors**, ensuring alignment with mission objectives, operational readiness, and national security imperatives.

You will **assemble and mentor cross-functional teams** covering naval architecture, power systems, logistics, and digital capabilities—steering end-to-end programme delivery with a focus on deployability, resilience, and security-by-design.

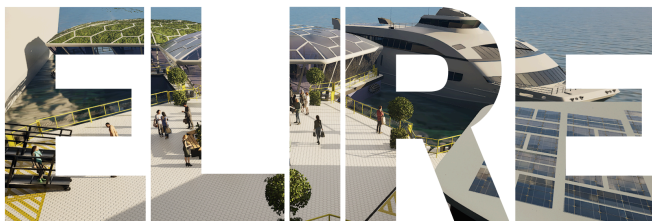
In parallel, you will help shape the **Group's R&D roadmap** to ensure future platform development answers the most pressing challenges of the modern battlespace: off-grid power, modularity, data-enabled operations, and rapid deployment.

Oversight of compliance with export controls, defence certifications, and secure information protocols will be essential.

This is a unique opportunity for a seasoned defence professional to drive innovation at the intersection of infrastructure, technology, and maritime operations, helping shape next-generation solutions for allied and partner nations.

Key Responsibilities:

- Lead ELIRE Group's strategy, engagement, and growth in the defence sector across all ventures
- Translate military and operational needs into actionable product and infrastructure strategies
- Drive full-cycle business development: opportunity mapping, partnerships, bids, contract negotiation, account management
- Build and lead integrated teams spanning engineering, architecture, logistics, and digital technologies



- Interface with government, military end-users, regulators, and primes to secure approvals, funding, and long-term cooperation
- Oversee adherence to defence standards, export controls, and secure information frameworks
- Chair internal design, readiness, and investment gate reviews to ensure alignment, cost control, and lifecycle support
- Shape the Group's R&D and product roadmap to meet emerging threats and mission demands

Key Qualifications:

- Bachelor's or Master's degree in Defence Studies, Engineering, Naval Architecture, Security, or related technical discipline
- 10+ years' experience in defence, security, or dual-use infrastructure programmes
- Proven success in leading defence business development, programme capture, and stakeholder engagement
- Strong working knowledge of defence procurement cycles, compliance regimes, and technical readiness frameworks
- Excellent communication and negotiation skills, with the ability to engage across government, military, and industry stakeholders
- Strategic mindset with the ability to scale early-stage ventures into enduring mission-focused capabilities

Contact and apply with your resume, portfolio, LinkedIn profile and a short description of your interest and experience via email using the subject - *Head of Defence Solutions + 'your name'* to Rajeev Verma, Group CTO, rajeev@eliregroup.com