

Contact

www.linkedin.com/in/oli-newman
(LinkedIn)

Top Skills

P&L Management

Product Strategy

International Business Development

Languages

English (Native or Bilingual)

French (Limited Working)

Certifications

Squiggly Careers Skills Sprint X AI

APM Project Management
Qualification (PMQ)

Oliver Newman

Head of Business Development & Capture @ STARK | Ex-BAE
Systems
United Kingdom

Summary

I have led international business development and campaign efforts across the UK and Europe whilst working at a Defence Prime. I built and qualified opportunity pipelines while working on cross-functional export campaigns with budget ownership and risk accountability. I have also forged partnerships across industry, opening up new markets and product development opportunities.

Now at STARK, I work across UK and International Go-To-Market leading business development, localisation and partnerships to scale market presence and win contracts whilst accelerating technology development and adoption.

Experience

STARK

Head of Business Development & Capture
October 2025 - Present (3 months)

- UK, Europe & International Go-To-Market, Business Development and Capture.

BAE Systems Digital Intelligence

Artificial Intelligence Partnership Lead
April 2025 - October 2025 (7 months)

- Supported the day to day management of the relationship between Oxford Dynamics and BAE Systems following BAE Systems' strategic investment into the company.
- Built a joint opportunity pipeline, accelerating technology creation and teaming for customer competitions.
- Set and tracked key KPIs to manage the investment and partnership.

BAE Systems Air

Capture Manager - Türkiye
October 2024 - October 2025 (1 year 1 month)

- Led certain business development and multi-functional aspects of the successful multi-billion Typhoon export campaign to Türkiye.
- Focused on win-strategy, communications, stakeholder management, competitive intelligence and the development of customer proposals and documentation.

BAE Systems

2 years 4 months

Country Manager - Central & Eastern Europe

October 2023 - October 2024 (1 year 1 month)

- Promoted to lead BAE Systems activity across Central & Eastern Europe.
- Developed and implemented market growth and entry strategies.
- Built sales pipelines and executed sales campaigns ensuring profitable growth across the region.
- Ensured existing programs were delivered.
- Build enduring strategic partnerships with industry.
- Represented the Company to all government, military and industry stakeholders.

Business Development Manager - Europe

July 2022 - October 2023 (1 year 4 months)

- Worked across the Western Europe, Eastern Europe and Nordic teams, supporting all BAE Systems activity.
- Personally responsible for managing all BAE Systems activity in Poland, Black Sea and Eastern Balkans.
- Worked within the team leading the Company-wide response to the full scale invasion of Ukraine in 2022.
- Developed and implemented market growth and entry strategies.
- Built sales pipelines and supported campaign across the region.
- Supported the businesses to ensure existing programs were delivered successfully.
- Represented the Company to key government, military and industry stakeholders.

BAE Systems Air

Business Development and Government Relations Graduate

September 2020 - July 2022 (1 year 11 months)

- Business Development & Sales - Project Lead & Functional Operations
- UK Government Relations (BAE Group Head Office)
- UK & Europe Business Development Campaigns

BAE Systems Air
Business Development Intern
June 2019 - September 2019 (4 months)

- Events & Exhibitions
- VIP Visits

C|T Group
Summer Intern
July 2018 - August 2018 (2 months)
London, United Kingdom

- Public Relations and Communications campaigns

Education

University of Nottingham
Integrated Masters - MSci, International Relations and Global Issues

University of Amsterdam
Year Abroad, Political Science

St Peter's School, York