

# Phil Cook

Engineering Manager | Developing Solutions Architect | Complex Systems | Programme & Project Leadership | DDQ&M

## Professional Summary

Senior Engineering Manager with 12+ years' experience delivering complex defence programmes. Proven in leading multi-disciplinary teams, eliciting technical requirements, defining lifecycle roadmaps, and improving delivery performance through structured governance, automation and repeatable processes. Continuous improvement mindset, strong systems thinker, and a confident and competent decision-maker. Currently developing hands-on cloud architecture skills, working toward AWS SAA. Building a practical AWS-backed simulation platform (TacSA) and procurement / stock build interpretation dashboard utilising various AWS services. Transitioning to Solution Architecture, where leadership, structured problem-solving, and technical governance intersect with cloud-native transformation.

## Experience

### **BAE SYSTEMS**

#### Senior Engineering Manager, BAE Systems | Apr 2023 – Present

- Lead a 24-person multidisciplinary engineering team delivering ~£20m+ DDQ&M electrical hardware programmes.
- Improved OTD from ~0% to ~99.8%, 50% reduction in design time, fully returning to green.
- Continuous improvement implementation covering people development, processes, tooling, configuration, change and risk management.
- Delivered environmental qualification programmes with 100% success.
- Integrated engineering, manufacturing and supply chain requirements to ensure buildability and compliance through DFX and APQP fundamentals.
- Architectural-style approaches to lifecycle & engineering framework upgrades, defining constraints, target states and transition activities.
- Developing AWS-aligned capability via TacSA project using various services; whilst tying to a migration plan (local > AWS) and underpinning through a TOGAF-style architecture boundary/outline document.

#### Senior Product Owner / Product Owner, BAE Systems | Jan 2022 – May 2023

- Owned bid development, and subsequent delivery of a ~£5m DDQ&M project across engineering lifecycle using Jira, DOORS, Teamcentre, SAP.
- Management of 4 directly reporting Product Owners. Cross functional management of supporting functions and electrical/mechanical teams.
- Ensured requirements compliance, technical correctness and qualification evidence of internal (design) and external (sub-contract) activities.
- 100% OTD and a legacy that continues to deliver a ROS of >10%.

## Core Skills

- Engineering lifecycle & governance (LCM, assurance, systems principles)
- Stakeholder alignment & cross-functional leadership
- Programme and project delivery (agile/waterfall)
- Complex estimation & bid development (bottom-up, parametric, PTW, DAEO)
- Requirements engineering (DOORS)
- Engineering Framework Development
- Technical and commercial, risk and opportunity management
- Tooling & automation (Python, modelling, dashboards)
- Cost engineering & commercial negotiation
- DDQ&M, legacy design, integration and system modernisation
- Security first principles developed in defence.

## Cloud/Architecture (developing)

- Currently studying for AWS SAA
- First AWS-integrated build of a "can/can't build" dashboard for SAP data interpretation
- Hands-on exploration and early implementation of core AWS services (IAM, Cognito, VPCs, EC2, API Gateway, Lambda, S3), with exposure to RDS, SQS, Route 53 and CloudFront through TacSA
- Learning cloud migration patterns (6 Rs), Well-Architected principles
- Early-stage Terraform and IAC concepts
- Applying architecture methods (baseline, target, roadmap, patterns)

## Contact

 Gosport, Hampshire, UK

 phil.cook@tacsa.co.uk

 <https://portfolio.tacsa.co.uk/>

 <https://www.linkedin.com/in/philipdavidcook>

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## Bid Manager, BAE Systems | Dec 2020 – Jan 2022

- Coordinating cross-functional bid teams, delivering proposals worth ~£180m+; typically ~£5-50m; ~60% win rate; supporting up to ~£1bn.
- Developed bid plans, estimation, proposals, strategies risk registers and appropriate commercial bounding (such as DAEO).
- Facilitated and ran key early-lifecycle governance reviews.
- Responsible for process standardisation and bespoke tooling development (such as a partnering tool, Price to win light, dynamic scheduling tool and an overarching bid manager “toolbox”).

## Experience



### Commercial Engineer, GE Aviation / Hamble Aerostructures Ltd. | Sep 2018 – Dec 2021

- Managed new business bids (~\$50m P/A); spares, repairs and “return to work” pricing (~\$5m P/A); fixed price contractual agreements (~\$40m P/A) and the ongoing management of contracts and commercial models for military and civil contracts (~\$200m P/A).
- Development of strategy for mitigating Liquidated Damages. Reducing damages by 70% (down \$7.5m).
- Re-design and production of new models for quoting; improving turnaround time by circa 75%.
- Development of bespoke tool for analysing 20 years of bookings versus baseline, identifying outliers, and identifying improvement for production.

### Aerospace Apprentice / Aircraft Fitter, GE Aviation | Sep 2014 – Oct 2018

- Re-trained as into aerospace engineering, doing an apprenticeship; delivered build/assembly to aerospace standards.
- Developed build plans and process improvements for defence products.

## Qualifications / Education

- BSc (Hons) in Project Management (First) (2023)
- APM Project Management Qualification (APM-PMQ) (2021)
- HNC Aerospace Engineering (Distinction) (2018)
- BTEC Level 3 in Aerospace Engineering (Double Distinction \*) (2015)
- Aerospace Engineering Apprenticeship (2014)

## Awards / Achievements

- Ironman 70.3 (2019 + 2025)
- Level 3 Risk Assessor (2024)
- Competent Crew sailing certification (2022)
- Chief Scout Gold award (2008)
- DoE Bronze, Silver and Gold (<= 2008)

## Hobbies

- Triathlon, guitar, trail running, cycling, motorbiking, fishing, etc.
- Currently learning Cloud Architecture, Terraform, Networking, TOGAF and AWS migration patterns.

## Volunteering

- Retained Fire Fighter (2017 – 2020)
- Samaritans (2013)
- Young Leader with Scouts (2008)

## Professional Registration

- Member IET (working towards chartered)
- Member APM (chartered to follow CEng)

## Contact

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