



<https://www.execcapital.co.uk/job/export-director-milton-keynes/>

Export Director – Milton Keynes

Description

Job Title: Export Director

Location: Milton Keynes, UK

Industry: Renewable Energy Manufacturing

Salary: Competitive + Bonus + Benefits

Job Type: Full-Time | Permanent

Company Overview:

We are a dynamic, £50M high-growth manufacturing business operating at the forefront of the renewable energy sector. Specialising in cutting-edge, niche solutions for global clean energy markets, we are proud to combine British engineering excellence with sustainable innovation. With strong momentum across key international markets, we are now seeking an experienced **Export Director** to accelerate our global footprint and lead international growth strategy.

Role Overview:

As Export Director, you will be a key member of the senior leadership team, responsible for shaping and executing our international expansion strategy. You will take full ownership of export operations, drive new market entry, build high-performing regional partnerships, and ensure compliance across all international trade activities. This is a strategic and hands-on leadership role with significant scope to influence business direction and deliver transformative growth.

Responsibilities

Key Responsibilities:

- Lead the development and execution of the company's export strategy in alignment with overall business objectives
- Identify and prioritise new international market opportunities, channels, and partners
- Build and lead a scalable export team, establishing KPIs and driving a high-performance culture
- Develop and manage relationships with international distributors, agents, government trade bodies, and key accounts
- Oversee all aspects of international sales, including pricing strategy, logistics, contracts, and compliance
- Ensure adherence to all export control laws, trade compliance, and customs regulations (UK & international)
- Collaborate cross-functionally with Operations, Finance, Marketing, and R&D to support product localisation, market entry, and customer success

Hiring organization

Exec Capital

Employment Type

Full-time

Beginning of employment

1st August 2025

Duration of employment

Perm

Industry

Renewable Energy

Job Location

Milton Keynes, Buckinghamshire,
United Kingdom

Working Hours

9-5

Base Salary

£ 95,000 - £ 105,000

Date posted

June 13, 2025

Valid through

31.07.2025

- Provide strategic insight and reporting to the board on export performance, risks, and opportunities
- Represent the business at international trade shows, industry events, and in-market meetings

Qualifications

Candidate Profile:

- Proven track record as a senior export, international sales, or commercial director in a B2B manufacturing environment
- Experience within renewable energy, cleantech, engineering, or industrial technology sectors preferred
- Strong strategic thinker with hands-on execution capability and commercial acumen
- Demonstrated success entering and scaling in international markets (e.g., EMEA, APAC, Americas)
- In-depth knowledge of export processes, INCOTERMS, trade compliance, and global logistics
- Excellent leadership, negotiation, and stakeholder engagement skills
- Ability to travel internationally as required
- Degree educated; MBA or equivalent advantageous

Job Benefits

What We Offer:

- Competitive base salary + performance bonus
- Equity/long-term incentive potential for the right candidate
- Dynamic, entrepreneurial culture in a purpose-driven sector
- Real influence in shaping the company's international growth trajectory
- Opportunities for personal and professional development in a fast-growing business

Contacts

Exec Capital are a leading Executive Recruiter