



Project Manager

The Company

Fluenta Solutions Ltd is a subsidiary of Fluenta AS, owned by Vista Holding Group which is a Norwegian based privately owned group primarily invested in by one individual called Sigurd Aase and his wife. Mr Aase is personally driven by Technology and Innovation rather than just profit and this is reflected in most of the organisations that make up the group and the 4,500 employees within them.

The principal business activity within the Vista Holding Group concerns kindergartens in Norway, however, Mr Aase has numerous other ventures including a hotel chain, a Viking ship reproduction company as well breakthrough technology businesses including a enzyme development organisation, a med-tech company (involved in innovative heart pumps) as well as Fluenta which uses ultrasonic sensing technology to measure a flare gas in the oil and gas industry.

➤ Fluenta AS

Founded in 1985, Fluenta is a global leader in the use of ultrasonic sensing technology for the measurement of flare gas primarily for the offshore oil & gas market. With a turnover of between £8 million and £10 million, Fluenta sells between 150 and 200 flare gas meters a year which gives them an estimated market share of 20%, with their main competitors being GE (who sold 200 meters in India alone last year) and Sick in Germany. The business manufactures products out of a facility in Poland and then has a number of sales offices in key oil & gas locations including the UK, Dubai, Houston and Kuala Lumpur, as well as numerous distributors and agents across the globe.

Fluenta's meters have the capability to operate at temperatures ranging from -70 degrees centigrade to +200 degrees centigrade. However, with the global market moving towards even lower and higher temperature ranges, it is important that the business broadens its product range to stay current. This is putting huge emphasis on the engineering and technical teams who are based in the UK (Cambourne, Cambs) and Poland (Gdansk) to develop new products which meet this demanding criteria.

➤ Fluenta Solutions Ltd

Founded in 2015, this share services office is dedicated to Research and Development, Sales & Marketing and supporting the global sales effort.

For further information on the business, please visit www.fluenta.com

Augvald AS

Augvald is in effect a 3 year old pre-revenue start-up company funded by Vista Holding Group and is involved in the design and development of ultrasonic chemical sensing systems, which can be used in

the military to detect chemical weapons and in the environmental sector for smart meters and smart farms, as well as ultrasonic particle sensing systems, again primarily for environmental use.

The business has a relationship with Stamford University in California where much of the development takes place, however this is likely to change later this year as the labs at this facility are not necessarily 'clean' enough and, with services being expensive especially with the amount of travel needed, a new development partner will need to be sought ideally closer to home (Southampton University is currently being discussed as an alternative option). To draw upon further expertise and to avoid having all of their eggs in one basket, Augvald has also just established relationships with the European Environment Agency and Oslo University.

In the time Augvald has been established, the organisation has built up a number of partnerships with academic institutions and universities but not necessarily industry and this is potentially holding up the company's ability to get products to market quickly. Partnering with industry is a key next step in the company's life cycle and so to spearhead this, they need to recruit a commercially sound CTO.

The short term aim for Augvald is to team up with industry in order to get the products in to the commercialisation phase and generate revenue (the current burn rate is £700,000 p.a), with the medium term aim of either licensing out the products or selling them directly. One option is for the products to be sold via one of the other business within the Vista Holding Group such as Fluenta AS, as although they service different markets, the products are still based on ultrasonic sensing technology.

The Role & Responsibilities

Reporting to Stuart Tyers (CTO) this role is integral to the release of new product developments on time, to specification at the required cost and quality. This role would suit a dynamic project manager with the ability to create and operate an agile and adaptive project management function.

- Programme manage all live projects providing basic reporting and optimisation of the schedule
- Responsible for overall project knowledge and execution according to agreed upon deliverables and timeline
- Organise cross-functional project teams comprising of representatives from relevant functions; chair internal and 3rd party project team meetings
- Organise discreet work packages within the overall project assigning responsibility to specific technical or functional leads
- Ensure each team member is fully engaged with clear deliverables after an effective kick off meeting
- Follow the company procedures within the Quality management system and specific product release processes e.g. F/W release through Alpha, Beta and production
- Track progress of project activities, ensure key development milestones agreed upon are achieved, and ensure program proceeds based on the agreed upon timeline
- Evaluate, highlight, and escalate unresolved issues, potential barriers to project progression, and resources constraints to the CTO
- Discuss any changes in the quoted program of activities with internal team members, sales and marketing ensuring that the changes are fully documented

- Manage open actions, meeting minutes, project risks and mitigations etc
- Forecast, manage and report on project costs
- Reporting on a weekly and monthly basis

Opportunities

- Reinvigorate and professionalise the project management function
- Create a relevant phase gate process
- Create the reporting deliverables (weekly, monthly, Snr management, KPI's, overviews, detail etc)
- Become an influential figure in the R&D process
- Work in a dynamic environment with very little hierarchy or non-value adding processes resulting in fast decisions and good support

The Ideal Candidate

Experience:

- Degree level qualification in electrical engineering, mechanical engineering, physics or similar
- 5+ years' experience in project management for product development / NPI (Must be able to demonstrate previously managed developments)
- Prior experience in measurement systems or sensors is desirable
- Working in a regulated industry is desirable (e.g. ATEX, MID etc)
- Working with third parties
- Working with multiple R&D locations

Personal skills:

- Able to achieve results quickly and work with minimal supervision
- Good problem-solving skills
- Responsive nature, persistent, flexible and open minded
- Good communicator - verbal and written
- Eye for detail
- Keen to hit deadlines and overcome barriers
- Self-driven, desire to make an impact and drive positive change

This is a great opportunity for someone looking to own and manage their own process and make a significant impact on a business with a good level of responsibility. An ideal candidate maybe someone who has found too much restraint in a larger corporation and is looking to be more effective and agile. The opportunity is further enriched by the opportunity to work on innovative new sensor technologies that are just emerging from the academic research phase.

Location

Cambourne, Cambridgeshire.

Travel

Travel will be required to other company offices predominantly in Gdansk, Poland and to 3rd party suppliers, consultants and universities with the frequency and duration based upon project deliverables.