

News



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BAE SYSTEMS GEOSPATIAL EXPLOITATION PRODUCTS (GXP) LINE OF BUSINESS ANNOUNCES CHANGES TO ITS EUROPEAN SALES FORCE

BAE Systems has named Nigel Lambton as director of sales for the Europe, Middle East, and Africa (EMEA) region, representing the GXP line of business. Lambton will report to Dan London, vice president, sales & marketing, GXP. His EMEA support system includes Rick Mort, sales manager, Rut Gallmeier and Stephen Foster, support engineers, and Bridget Durham, administrative assistant.

“Nigel brings extensive global experience working on strategic intelligence policies and training initiatives for both the U.K. government and armed forces. His proven team-building and negotiation skills will be instrumental in providing leadership to the EMEA team and promoting the BAE Systems brand throughout the region,” said London.

By mid-November, he will be fully transitioned into his new role, focusing in the short-term on reaching out to the EMEA defense and intelligence community to introduce SOCET GXP[®], and to provide continued support to SOCET SET[®] customers in the region.

Lambton has had a successful 18-year career in the Royal Air Force, where he participated in a range of diverse activities including operations and mission planning, electronic warfare, air traffic control, and image analysis. Prior to joining BAE Systems, he worked most recently as senior training planning manager for the Defence College of Intelligence Training, and as senior ISTAR operations manager for the Joint Air Reconnaissance Intelligence Centre.

In addition to his extensive military training, Lambton has a certificate in Leadership and Management from the Institute of Management.

About BAE Systems

BAE Systems is the premier global defense and aerospace company delivering a full range of products and services for air, land and naval forces, as well as advanced electronics, information technology solutions and customer support services. With 97,500 employees worldwide, BAE Systems' sales exceeded £15.7 billion (US \$31.4 billion) in 2007.

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