



Veteran Profile Alex Roberts



Snapshot	
Name:	Alex Roberts
Military Service:	11 ½ years Regular service, 5 years Reserve service
Military Career:	British Army Officer
Joined Fujitsu:	2018
Fujitsu Career:	Sales & Business Development

Military Background

With very little Military background, Alex Roberts joined the Army in 2002, starting his career at Sandhurst. Various postings followed including an Industrial Attachment with JCB, which furthered Alex’s skills and experience as he became a Chartered Engineer. Alex continued to progress up to the rank of Major, with numerous overseas postings including time spent in Northern Ireland, Afghanistan and Norway, where he completed Arctic Warfare training.

Two tours to Afghanistan also followed, and notable highlights included Alex’s responsibility for helping to commission the rebuild of Helmand, liaising closely with the Governor of Helmand, along with DFID, USAID and Japan development fund who were funding the projects. Alex went on to complete a Battlespace Technology Course which resulted in a Masters Degree, before returning to Army Headquarters in Andover. At this point Alex was offered another job with a civilian organisation which he accepted, drawing to a close his 11-year Regular Military career.

Reservist Support

Upon leaving the Army, Alex was approached by his Brigadier if he would consider joining 7 Rifles, one of three Rifles Reserve Battalions, to take advantage of his combat training and skills. *“I’d enjoyed my time in the Army enormously, so this was too good an opportunity to turn down,”* explained Alex. He went on to become Company Commander, forming a new Company in Wiltshire, and is now the Battalion Second in Command.

Achieving similar rapid career progression, Alex started his new career away from the Army as a Programme Manager but worked his way quickly through the organisation to become Director for Europe and the Middle East. However, as an active Reservist Alex struggled with the lack of flexibility, so after five years, he decided to leave and move onto new opportunities.

A chance meeting with a friend who worked at Fujitsu then led to Alex fulfilling a temporary position on a contract basis. *“At the time I wasn’t looking for a full-time position. But the level of professionalism and enthusiasm at Fujitsu was infectious. And colleagues’ willingness to help or offer useful advice was fantastic,”* he explains.

Life at Fujitsu

Alex made a very positive impression and was soon offered a permanent position as Sales and Business Development Manager. While he enjoys the challenging nature of the role and the working environment, it is Fujitsu’s flexible approach to supporting his Reserve career that was the significant factor: *“The level of support Fujitsu provides is incredible, and it’s so refreshing to see an employer openly support and encourage my Reservist involvement,”* enthuses Alex.

This level of support includes two-weeks of extra paid leave that allows Alex to attend the Reserves’ Annual Training Exercise (ATE). Fujitsu also adopts a flexible approach to working which allows Alex to attend other meetings relating to his duties throughout the course of the year.

From Fujitsu’s perspective, having active Reservists embedded within its organisation delivers significant added value, in terms of up-to-date skills and levels of knowledge and understanding of how the Military operates. *“Being a Reservist gives you instant credibility with people we meet in the Military. We’re able to talk their language and understand the day-to-day challenges they are faced with, while retaining current Military knowledge,”* reasons Alex.



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Why Fujitsu?

For over five decades Fujitsu has been a major supplier to the MOD, Government Departments and intelligence communities. As a result, Fujitsu has over 5,500 security cleared UK staff and the experience to deliver and manage both generic industry offerings, and those tailored to specialist needs at Official, Secret and Above Secret classifications.

Our extensive experience working within Defence and National Security has enabled us to recognise the significant contribution that veterans and reserve personnel bring to the commercial sector. For many years, Fujitsu has helped Service leavers to transition from military to civilian life. Thanks to our close working partnership with Career Transition Partnership (CTP) and CTP Assist we provide the opportunity for veterans to develop rewarding careers within our organisation.

Today, 15% of Fujitsu's security cleared staff who work in our Defence & National Security business originate from a Services background. They fulfil a wide variety of roles from Project Management, Security Architects and Customer Solution Architects, to 1st, 2nd and 3rd Line support roles, Service Engineers and Test Analysts.

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