



Tim Crofts

VICE PRESIDENT, BUSINESS DEVELOPMENT & STRATEGY

Tim Crofts is an experienced Sales and Business Development leader, having spent 20 years at IBM working across most disciplines before joining Lockheed Martin IS&GS in March 2016. He moved into Leidos following the merger with Lockheed Martin in Aug 2016. He now leads Business Development & Strategy for the UK business. Working across a number of business development roles Tim has built strong relationships with key public sector clients in the UK he is experienced across the full spectrum of Technology Services. Tim has distinguished experience of running large and complex technology based services deals as well as leading a large sales team to deliver pipeline, account growth and new business.

Tim holds a BA (Hons) degree in Business Studies from Napier University, Edinburgh. He serves on the TechUK board having previously been a member of the TechUK Defence & Security Board and Chair of RISC working with the Home Office. He is an alumni of the inaugural CBI Leadership Programme in 2013.