

Senior Consultant | Space, Defence & Dual-Use Strategy | Partnerships & Market Entry

STRATEGIZE

ORGANIZE

GLOBALIZE

Kate Beresford-Green

VALUE DELIVERED:

- **Map Emerging Markets & Define Where to Win**
- **Build Strategic Partnerships & Alliances**
- **Lead International Market Entry**
- **Open Government, Prime & Investor Doors**
- **Step In as Interim or Fractional CSO**



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CONNECT WITH ME:

Is the technology ready but the commercial route to market still unclear?

Do you need a young market mapped honestly, a defensible position defined within it, and the partnerships built to reach a government, prime or commercial buyer?

Contact Kate Beresford-Green for senior support across go-to-market strategy, strategic partnerships and international market entry in space, defence, government and deep technology. Fifteen years in the UK market, with entry delivered into the UK, US, Canada and Taiwan.

Please visit my LinkedIn profile:
[Kate Beresford-Green](#)

INTRODUCTION

Kate Beresford-Green is a strategy and international business development leader working at the point where space, defence and government meet commercial markets. She maps where a market is going, defines the position a business can credibly hold within it, and builds the partnerships, alliances and entry routes that make that position real.

Her fifteen years in the UK market span fintech, machine learning and artificial intelligence, cyber, government and defence, which gives her an unusual view of how deep technology actually reaches a customer. That breadth matters in new space, where the buyer may be a government department, a prime contractor and a commercial operator in the same quarter, each with a different procurement logic.

Kate takes mandates as an interim or fractional Chief Strategy Officer, as an international business development and partnerships lead, or as a senior advisor running a focused diagnostic. She holds dual UK and US right to work, is eligible for UK security clearance, and has spoken at Westminster and Imperial College and on behalf of industry bodies including the CBI.

HOW I CAN HELP YOUR BUSINESS

- **Go-to-Market Strategy:** Mapping an emerging market, defining where the business can credibly win, and building the proposition and route to the customer around it.
- **Strategic Partnerships & Alliances:** Identifying, opening and structuring the relationships that shorten the route to market, from primes and operators to government stakeholders and investors, and working them through to a commercial relationship.
- **International Market Entry:** Taking a business into the UK, the US, Canada and Taiwan, with the regulatory, procurement and cultural differences each entails.
- **Interim & Fractional Strategy Leadership:** Senior strategic capability for founders and boards without a permanent hire, alone or as part of a growth-as-a-service team. Engagements from three months, hybrid, two week lead time.

"IN A MARKET THIS YOUNG THERE IS NO PLAYBOOK TO FOLLOW. THE WORK IS TO MAP IT HONESTLY, DECIDE WHERE YOU CAN CREDIBLY WIN, AND THEN BUILD THE RELATIONSHIPS THAT GET YOU THERE."