Andrew Cowderoy

MARITIME SECURITY · COASTAL ISR · CUSTOMER DELIVERY

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The Hiring Team, UK Mission Operations
Anduril Industries, London

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Mission Operations Manager, Europe

COVER LETTER · MARITIME SENTRY

Dear Hiring Team,

In January a sanctioned shadow-fleet tanker, seized by the United States, anchored in the Moray Firth off Burghead, in sight of my home in Nairn. In June Royal Marines boarded the UK's first shadow-fleet tanker off the Isle of Wight. In between, Windward counted 84 sanctioned tankers through the Channel in a single month. The UK's problem at sea is not a shortage of sensors. It is the gap between them: satellites that pass a few times a day, transponders that can be switched off, and coastal radar that stops at the horizon. Maritime Sentry closes that gap from the coast. I have spent two years designing this kind of system, and I would now like to install it, teach the people who use it, and sell and grow it, as Anduril's Mission Operations Manager for UK maritime security. The full picture, including a map of where the sensors should go, is at **heimdallnorth.co.uk**.

I have already worked on your customer's problem. In March 2026 I conceived and developed Neuros Maritime ISR, a self-funded coastal surveillance service: coastal radar and camera sites, patrol vessels and an operations centre in the Highlands. I proposed that a private maritime security company bid it for the Home Office Coastal Maritime ISR Service, and I would have taken it forward myself. In May I wrote the architecture for fusing vessel- and shore-based cameras with satellite and AIS data, and in June I built the operator's dashboard and a seafarer reporting app to go with it. The sensor is rarely the hard part. Power, communications and access on an exposed headland are, and so is earning the trust of the operator on a night shift.

I teach people to trust kit in hard places. A deployment is finished when the operators use the system without me. Coaching people has run through my working life: instructing on the hill and on the water, qualifying as a personal trainer, coaching crews on health and performance at ZS Wellness, and running a mentoring programme for seafarers moving ashore. The method is the same every time: show it, let them do it, correct one thing at a time, and come back when conditions change. At RTI I audited how armed-guard teams are trained and drilled aboard merchant ships to ISO 28007, so I know the gap between a procedure on paper and a team at three in the morning. As a Bibby cadet I served on the MOD-chartered *Eddystone* with Royal Navy crew and force protection aboard.

I build new things and get them adopted. After a self-funded Red Sea security programme in 2023–24, I developed Operation Neuros. It was a complete proposal for a commercially financed escort of merchant ships through the Red Sea, covering the vessels, crewing, financing and convoy plan, with Royal Navy personnel to be embarked. I presented it to the Royal Navy and MOD, up to the then Second Sea Lord. Their answer pointed to surveillance rather than escort, so I turned Neuros into the coastal ISR service above. I also took the Rafnar 1100 interceptor to the Royal Navy and Marine Scotland, and built an award-winning crew health service with Oracle and Garmin. Four ventures have taught me to own a problem end to end, to hear what a customer is not saying, and to take the fix back to the people who can build it.

I sell, and I grow what I sell. Commercial targets are half of this job, and as a founder I have carried my own number for years. I have sold to, or pitched to, every type of buyer Maritime Sentry serves: navies and government, insurers, and FTSE 100 companies. I sold IDFlu's crew test verification, the first QR-code COVID check in shipping, into FTSE 100 and 500 companies on a retainer and commission I negotiated myself. I brought Oracle and Garmin in as partners for ZS Wellness, worked with the loss-prevention teams at two P&I clubs, and pitched multimillion-dollar projects in Barcelona, London and Dublin. I designed the financing behind Operation Neuros and an industry-funded maritime defence fund, so I can talk to a finance director as easily as to an operator. I have sold commission-only and face to face in field sales. Every deployment is the start of the next sale: the operator who trusts the system asks for the next site, and the next customer is usually next door, whether that's a port, a wind farm or a navy.

The demand is moving north. Towers on headlands are the start. The UK's exposure now sits offshore too: the fields west of Shetland, the North Sea wind farms, floating installations, and the cables to Norway and the continent. NATO is heading the same way. In June it launched Task Force X-Arctic to test networked uncrewed sensors, under human control, across the North Atlantic and the High North. In September the United States, Denmark and Greenland agreed a faster route for unmanned installations in Greenland. Arctic winter sea ice is at its lowest on record, so the season for traffic, and for trouble, keeps getting longer. The sites that get approved and paid for are dual use: the same sensors that watch the approaches also support search and rescue, ice and weather monitoring, and infrastructure protection, so they earn their keep every day. The UK is the southern layer of that northern picture, I live on its doorstep, and that is where I would grow the account: from coastal towers to offshore operators, ports and allied navies.

The network comes with me. This week I sat next to the chairman of the International Chamber of Shipping at dinner. I work closely with a former strategy director, Energy and Marine, at Babcock, and with lawyers working on maritime security and preparedness. I know owners, managers, P&I clubs and security companies across the industry, and I have a working line into the Royal Navy.

Where I am lighter, and where I am. I have not served in the armed forces and I am not an engineer. I hold PRINCE2, the UK counterpart to the PMP the role mentions. I live in Nairn, ten minutes from Inverness Airport and half an hour from RAF Lossiemouth, beside the North Sea fields and the northern routes into the High North. I can be in London or on the continent within hours, travel of up to 50% suits me, and I hold British and US passports and am eligible for UK security clearance.

I would welcome a conversation. My CV is attached.

Yours sincerely,

Andrew Cowderoy

Worshipful Company of Shipwrights · Former deep-sea deck cadet

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P.S. heimdallnorth.co.uk brings it together: a map of sensor sites from the Channel to the Barents Sea, 23 sourced shadow-fleet incidents, my record set against the market, and 26 articles on maritime security.