

Andrew Kinniburgh is Director-General of Make UK Defence, the Defence Trade Association belonging to Make UK – the Manufacturers' Organisation. He joined Make UK in 2019 from the Cabinet Office where he was Wider Government Engagement Lead for the Government Commercial Organisation, following a 25 year career in the defence and security industry.

He spent nearly 10 years with Serco Defence, followed by senior appointments with Smiths Detection and two Ministry of Defence trading funds and a 7 year spell as an independent consultant. He holds a BA in Business from Heriot-Watt University and an MSc in International Defence Marketing from Cranfield University / UK Defence Academy.

Andrew has been involved with Defence Ministries and businesses in the Defence and Security sectors across most European countries and in North America, as well as the UK. Make UK Defence represents over 300 UK Defence Suppliers ranging from SMEs and mid tiers, to major Primes and is the lead Trade Association for the MOD's Defence Suppliers Forum SME Working Group.