

## **MODUS OPERANDI, INC. – CAREER OPPORTUNITY**

### **Position: Senior Scientist – Living Intelligence (This position is based in Melbourne, FL)**

**You:** You will be excited about this opportunity because you:

- ★ Desire an entrepreneurial environment where you can rapidly grow into a senior leadership role based on the results you achieve.
- ★ Are passionate about advancing multiple technology areas that combine to create a newly emerging market segment.
- ★ Want to see your research successes translate into financial success for you and your company.
- ★ Are driven to see your research applied as part of a product strategy, creating value for customers and bringing innovation and differentiation for your company.
- ★ Thrive in an environment that fosters accountability and clarity of expectations.
- ★ Like the appeal of the East Coast of Florida life-style – sun, surf, and the favorable cost of living in Florida’s vibrant high-tech corridor.
- ★ Insist on a culture that requires honesty and integrity, while embodying an ethos that goes beyond these basic expectations to include team spirit; fearlessness; continuous learning, honing and applying of outstanding skills; and dedicated people willing to go beyond the call of duty and to always work toward the greater good.

**Us:** Modus Operandi is a high-tech software company serving the U.S. defense and intelligence community. Our purpose is to help defend and protect our country, our allies, and our planet by providing innovative software for transforming data into living intelligence. We are seeking an exceptional individual to fill the executive track position of Senior Scientist to lead strategic research initiatives that will fuel innovation in our product portfolio targeting the emerging living intelligence market segment.

### **Learn about the Opportunity**

As Senior Scientist you are a dynamic person able to lead the company's research initiatives in multiple technology areas, including decision intelligence / decision support, continuous intelligence / “Big Data”, augmented intelligence / human-machine teaming, data science, machine learning, semantic technology, and business intelligence. Collectively these are the key foundation technologies that enable the Modus Operandi approach to “Living Intelligence”. As Senior Scientist your research serves dual purposes – to advance the goals of our funding sponsors and to inject innovative capabilities into our products.

A core objective for this position is for you to establish visibility and credibility in multiple living intelligence foundational technologies. As Senior Scientist you will

evaluate, invent, and improve technology that shapes our product and service offerings that apply these technologies.

As Senior Scientist you will have leadership responsibility for growing our funding base for government sponsored research. You will direct and write government research proposals to address needs relevant to living intelligence. You will bring working knowledge of military systems in one or more domains we currently serve (e.g., C4ISR, cyber security, logistics, crisis response, force management, etc.). You may also bring knowledge of relevant commercial domains and use cases (e.g., compliance reporting, litigation eDiscovery, etc.), which we view as highly desirable.

Your leadership responsibilities will span:

- understand and research emerging technologies, standards, and market dynamics;
- monitor technology evolution and assess competitive threats, opportunities and strategic technology partnership opportunities;
- align the company's research to complement existing products and capabilities and to address product roadmap objectives;
- collaborate with numerous engineering development team members;
- design and implement new computing techniques that will fuel the advancement of the company's living intelligence capabilities;
- support formulation of our business development strategy and technology and product vision, addressing both near term product goals and future strategic goals and opportunities;
- develop and grow a funded research portfolio, encompassing all aspects of:
  - cultivate and manage deep customer relationships,
  - provide research program leadership,
  - support multiple programs as a principal investigator,
  - lead research-oriented business development activities for multiple technology and customer portfolios, and
  - lead proposal generation activities;
- lead the company's intellectual property pursuits relevant to living intelligence, including the identification and development of patents and trade secrets;
- write white papers and articles for strategic publication channels;
- participate in media interviews and conduct speaking engagements at key conferences;
- contribute to and participate in relevant standards committees; and
- mentor staff and foster their learning and growth.

**Your Success Will Be Gauged By The Following Key Performance Measures:**

- Demonstrates the Modus Operandi Core Values

- Sponsored research customer satisfaction, retention, and growth
  - Growth in sponsored research funding (number of sponsors; dollar value of orders and revenue)
  - Research opportunities pipeline metrics
  - Customer portfolio Net Promoter Score (NPS) \*\*
- Contributions to strategic product roadmap from your managed research programs
- Publications and speaking engagements
- Intellectual property development and patent awards

### **Experience and Education Requirements**

- Leadership experience at a senior level or above with 8+ years overall relevant experience, preferably 5+ years in two or more of the living intelligence foundational technologies
- 5+ years of experience in one or more of the above-cited military customer domains and/or potential commercial customer domains (e.g., regulatory compliance, litigation eDiscovery, or others)
- Technical Ph.D. degree

### **Qualifications / Position Requirements**

- An established track record of relevant technical publications, standard committee participation, and conference speaker experience
- Excellent verbal and written communication skills
- Excellent research and structured analysis skills
- In-depth knowledge and past publications on topics relevant to living intelligence domain
- Highly-developed interpersonal skills, since presentations and partner/customer interactions are integral to the role
- Ability and willingness to travel
- Must be a US citizen and have the ability to obtain a TS/SCI clearance. An existing TS/SCI preferred

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### **To Apply/Respond**

- Email Human Resources ([tbaerst@modusoperandi.com](mailto:tbaerst@modusoperandi.com)) your resume

Modus Operandi, Inc. is an EEO / AA / Disability / Vet Employer