



## Position Description – Director of National Security (USA)

The Director of National Security (USA) will be responsible for creating and executing an effective business development & customer acquisition strategy – including identifying new markets; developing leads & opportunities; and driving increased customer engagement.

### About Fivecast

Founded in Australia and now expanding globally, Fivecast is a world-leading provider of digital intelligence solutions – powered by AI and capable of solving the most complex intelligence challenges. We provide the world’s most important public and private organizations with the capability to explore masses of digital data, gaining insights which are critical in protecting our communities. There is simply no other technology that has the capability of Fivecast.

Fivecast is an inclusive employer, we value diversity of thought and experience and believe our inclusive culture contributes to our success. We are committed to building a workforce that is representative of the communities in which we live and work.

**Reporting to:** VP, National Security

**Hours:** Full time. Some out of business hours work may be required.

**Responsibilities:** The Director of National Security, USA is responsible for:

- USA business development strategy:
  - Develop and execute the Fivecast USA business development strategy
  - Maintain a strategic view of the USA customer and competitive landscape
  - Drive business growth and expansion into different markets and regions
- Undertaking business development & sales activities with key customers:
  - Identify and manage National Security USA opportunity pipeline, including the development and execution of customer capture plans
  - Engaging with key potential customers and their key decision-makers
  - Guide customers through the Fivecast customer acquisition pipeline.
  - Advocating for Fivecast capabilities to key customers
  - Building long-term relationships with new and existing customers
  - Growing existing customer user base
  - Providing trustworthy feedback and after-sales support
  - Representing Fivecast at conferences as a delegate or exhibitor
  - Updating the customer relationship management (CRM) system
  - Maintain USA sales forecast
- Development and execution of channel & partnership strategy
  - Work with Fivecast executive team to develop channel & partnership strategy
  - Identify, engage and build targeted partnerships
- Promote the company’s products/services by addressing or predicting client’s objectives
- Assist in developing marketing collateral that builds the Fivecast narrative
- Product demonstration and training:

- Maintaining a high-level of user understanding of Fivecast software – become a ‘super-user’
- Performing software demonstrations to potential customers

## **Skills and Experience**

### Essential Criteria:

- A proven track-record in enterprise software sales in the US government sector
- Excellent communication and stakeholder management skills
- A proven track record of successful sales channel and partnership development
- Highly regarded and well-connected within the law enforcement and national security sector

### Desirable Criteria:

- Recent senior executive experience in law enforcement and national security agency
- Understanding of application of open source intelligence and risk assessment
- Understanding of investigation and intelligence practices in law enforcement and national security agencies in USA

### Security Clearance

- Minimum SECRET clearance or eligibility to acquire one is desirable.

## **Expected Behaviours**

To model the behaviours expected of all staff, the Director of National Security, USA will:

- support and encourage a diversity of views, skills and personalities across the business;
- be open, honest and maintain respect for all personnel and partners;
- maintain a policy of inclusiveness and encourage dialogue with all stakeholders;
- clearly and constructively voice concerns and ideas;
- actively seek to build relationships with all of the Fivecast’s internal and external stakeholders; and
- commit to deliver and deliver on all commitments.

**Location:** Arlington VA, USA

**Travel:** Regular (up to 20%) interstate travel will be required. Some travel to the Fivecast Office in Adelaide, Australia may be required.