

Position Description – Tradecraft Advisor (USA)

The Tradecraft Advisor will enable Fivecast customers to fully leverage the range of AI-enabled threat intelligence capabilities provided by Fivecast. The Tradecraft Advisor will drive customer engagement through high-level inter-personal and influencing skills, expert communication and extremely strong analytics skills. The Tradecraft Advisor will be the ‘super-user’ for Fivecast and showcase to customers how to apply AI-enabled threat intelligence to the customer’s mission.

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 Tradecraft Advisor, USA is responsible for:

- Maintaining a high-level of user understanding of Fivecast software – being a ‘super-user’
- Performing software demonstrations to potential customers
- Facilitating customer on-boarding and training
- Assist in the development of an online training platform
- Embedding with customer to build customer understanding of Fivecast capabilities
- Gathering end-user feedback
- Building the narrative around Fivecast by producing content such as example intelligence reports
- Contribution of end-user feedback to software development team
- Ongoing customer support
- Growing existing customer user base
- Representing Fivecast at conferences as a delegate or exhibitor
- Assisting in developing marketing collateral, by providing an end-user perspective
- Undertaking business development activities with key customers, working closely with other team members
- Building realistic scenarios for software demonstrations
- Assisting the Executive and technical team in developing new software products

Skills and Experience

Essential Criteria:

- Expert understanding of current counter terrorism, counter-intelligence, cyber threats, and border security issues in 5-eyes nations
- > 5 years' experience as a Tradecraft Advisor
- Recent experience as a Tradecraft Advisor with an intelligence or law enforcement agency
- Excellent communication and stakeholder management skills
- Proactive and self-motivated
- Ability to work under pressure and meet deadlines
- Organised with the ability to work with a high level of autonomy
- Computer technology-savvy

Desirable Criteria:

- Bachelor's or Master's degree in National security studies, Political Science, Business, Economics, International Relations, or Foreign studies
- Strong critical thinking and problem-solving skills
- Excellent communication and presentation skills
- Awareness of US national security interests

Security Clearance

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

Expected Behaviours

To model the behaviours expected of all staff, the Tradecraft Advisor, 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: Flexible, but Washington DC preferred.

Travel: Regular (up to 10-15%) interstate travel will be required. Some travel to the Fivecast Office in Adelaide, Australia may be required.