



## JOB DESCRIPTION: DOD ENGAGEMENT MANAGER

EndRun LLC is a strategic technology accelerator dedicated to direct collaboration with DoD mission partners to develop technology solutions to solve real National Security challenges. Our programming includes critical technology & venture creation, lab-to-market commercialization, direct funding and contracting support to develop prototypes, training and support for entrepreneurs and the tech workforce needed to ensure these startups and our mission partners succeed.

The DOD Engagement Manager plays a crucial role in our success by establishing relationships with Mission Partners across the DOD. A successful DoD Engagement Manager will leverage their experience with and knowledge of the military to assist Mission Partners in identifying and articulating innovation needs and assisting in the development of new technology-based solutions to solve those needs.

Specific responsibilities include:

- Establish strong relationships with DOD mission partners across all branches of the military
- Collaborate across multiple internal and external stakeholders to define, design, and develop new technology to solve critical needs across DOD
- Plan and deliver problem sourcing seminars and requirements planning sessions
- Coordinate with Mission Partners to map and document current “as-is” and future “to-be” scenarios to develop a comprehensive gap analysis for each area of need
- Think creatively and reimagine the new experience or technology that will solve the need
- Serve as the “voice” of the Mission Partner in design and development sessions
- Assist in the examination and assessment of new technologies that may broadly meet Mission Partner needs
- Collaborate with internal stakeholders to design, develop and deliver prototypes and products to meet the needs of Mission partners
- Monitor, analyze, and report on innovation metrics and activities
- Work closely with Program Manager to develop the internal processes and policies that will create a culture of innovation across the entire company
- Manage activities and performance of one or more direct reports

In addition to possessing experience with each area of responsibility listed above, the DOD Innovation Manager will have the following skills:

- Strong communication skills
- Knowledge of various collaboration and project management tools
- Knowledge of multiple agile methodologies, such as lean startup, scrum, design thinking
- Intimate knowledge of the DoD, including cultural practices, acquisition methodologies, funding mechanisms
- Strong decision-making skills
- Experience managing cross-functional teams and interdisciplinary teams to achieve a shared goal
- Ability to prioritize multiple projects at one time

Successful candidates applying for this position will also have the following:

- A bachelor’s degree in any field
- A minimum of 5 years of experience in a similar position
- Possess an active security clearance
- A minimum of 4 years of service in the military