



# Position Brief for the Position of Vice President, Corporate Strategy SRC, Inc.

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# Contents

About SRC, Inc.	3
The Position	4
The Candidate	5
How to Apply	6

## Contact Information

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## About SRC, Inc.

SRC is a not-for-profit research and development company with more than 60 years of experience in the areas of defense, environment, and intelligence. SRC was created by Syracuse University in 1957 as the Syracuse University Research Corporation. In the early 1970s, SRC spun off from the University to become an independent organization known as Syracuse Research Corporation. The firm changed their name in 2009 to SRC, Inc.

Headquartered in Syracuse, NY, SRC has numerous offices and customer support locations throughout the US and around the globe with an employee headcount of more than 1,300 and current revenues of \$365 million. Their facilities include research and development (R&D) centers, manufacturing operations, and environmental labs.

SRC supports a broad range of federal government organizations and agencies and has developed a national reputation in a wide array of technology areas. Customers include the US Army, Air Force, Marines, Navy, Department of Homeland Security, Environmental Protection Agency, and the Intelligence Community, among others.

SRC Ventures, Inc., a for-profit company, and SRC International, Inc., a not-for-profit, are wholly owned subsidiaries of SRC, Inc. that act as holding companies for the SRC companies. The SRC for-profit company is SRCTec, LLC, which provides manufacturing and life cycle management

The SRC foreign subsidiaries, under SRC International are:

- SRC Can Ltd. – Electronic warfare capabilities for the Canadian market
- SRC Aus Pty Ltd. – Electronic warfare capabilities for the Australian market
- SRC UK Pty Ltd. – Electronic warfare capabilities for the UK market

SRC's current 10-member Board of Trustees oversees the activities of the Company and is composed of senior executives and industry leaders.

SRC also believes that its mission to "help keep America safe and strong" begins in its own backyard. The Company takes an active role in the community by supporting local not-for-profits and focuses its philanthropic efforts in STEM education, the Military, and the United Way.

For more information, please visit:

- [SRC Website](#)
- [About SRC](#)
- [About Syracuse](#)



# The Position

Our client, SRC, Inc. is seeking a dynamic individual for the new role of Vice President, Corporate Strategy. This position is located at SRC's headquarters in Syracuse, NY or alternatively in the Washington, DC area.

The Vice President, Corporate Strategy reports to the Chief Operating Officer, and is responsible for strategic planning, as well as oversight of SRC's proposal and capture operations.

## Duties & Responsibilities

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- Responsible for SRC's 5-year corporate strategic planning, to include coordinating, developing, and managing the corporate strategic plan, developing goals/milestones, and tracking progress
- Completing government customer market assessments to include analysis of market space for potential financial (or revenue) opportunities. Outcome of analysis will create actionable intelligence for operating divisions. Analysis will include connecting market space with internal corporate strategy, corporate business development, government affairs, technology roadmaps, and international business development
- Develop processes and organizational education around:
  - Industry competitive analysis
  - DOD, Intelligence Community (IC), and international defense budgets
  - Industry and customer technologies
  - Products analysis
- Enhance processes to prioritize program and technology investment decisions, capture efforts, and markets to pursue
- Oversight of SRC's proposal and capture analyst departments, working collaboratively with the operations, business development teams, finance, and other support functions to provide full lifecycle capture and proposal services, to help maximize the growth and value of the organization
- Oversight of SRC's enterprise-wide center of excellence multi-year, multi-million-dollar investments in Centers focused on artificial intelligence and machine learning investments, and improving the usability of SRC's products/solutions
- Management and development of SRC's relationships with academic institutions, to include identifying and continuing partnerships that align with our current and future business
- Participation in development of strategic alliances, joint ventures, and M&A evaluations and due diligence



# The Candidate

SRC, Inc. is seeking a dynamic individual who is outgoing, visible, and strategic and who will step up and own the corporate strategy function.

## Competencies & Areas of Expertise

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- Demonstrated experience with large-scale/enterprise-wide change management initiatives, with the ability to influence and build consensus
- Exceptional analytical, strategic, and critical thinking skills
- Strong leadership skills and ability to work with senior executives
- Superior communications skills (written, verbal and presentation)
- Ability to manage multiple projects simultaneously
- Board level presentation skills
- Experience with Six Thinking Hats® parallel thinking process
- Experience/exposure to Federal Acquisition Regulations (FAR) and OTA collaborations

## Essential Qualifications

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The minimum qualifications required for this position include a Bachelor's degree from an accredited university in business, engineering, or a related degree. Having an MBA is preferred, but is not required. The ideal candidate will have 20+ years of related experience, to include 10+ years of experience in a corporate strategic planning or strategy consulting role, and 10+ years in a management role. He/she should have a minimum of five years of experience in the defense and aerospace industry.

Candidates must have a strong orientation in dealing with multiple defense related technologies and be comfortable in a rapidly changing technological environment including AI/ML and the intersection of usability/human factors. Exposure to multiple DoD entities, particularly the U.S. Army and U.S. Air Force would be helpful. SRC is seeking someone who is a forward thinker and can create winning, long-term client penetration strategies and value added positioning.

Candidates for this role must be US citizens and the selected candidate will be subject to a government security investigation and must meet eligibility requirements for access to classified information. He/she must be able to travel domestically and internationally up to about 25%.



# How to Apply

To apply, please submit a comprehensive CV along with a cover letter which sets out your interest in the role and encapsulates the aspects of your experience relevant to the required criteria. Please include the names and addresses of three references. References will not be approached until the final stage of the search and not without prior permission from a candidate.

The preferred method of application is by email to:  
[Linda.Kearschner@odgersberndtson.com](mailto:Linda.Kearschner@odgersberndtson.com)

## Contact Details

For a conversation in confidence, please contact:

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# About Odgers Berndtson



Odgers Berndtson Executive Search is a leading global executive search firm, assisting private and public sector organizations find the highest caliber people for senior management appointments across North America and internationally.

Our reputation at the top of the executive search profession is over 50 years old. With offices in over 60 cities worldwide, our experienced executive search specialists operate with absolute discretion, integrity and care, and are expert in finding exceptional individuals for challenging roles.

## WE ARE GLOBAL

We have the support of an excellent international network of offices on the ground.

## CANDIDATE CARE

We take great care in ensuring that the candidates with whom we engage on behalf of our clients receive a professional, positive, thoughtful, and candid experience. Whether we are contacting someone about a search or offering career guidance, we strive to always be professional, courteous, rigorous, and honest. We set out this commitment in our [Candidate Charter](#).





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