



President & CEO

Location: Hybrid (Regular presence required in Northfield, Vermont)

Organization: Norwich University Applied Research Institutes (NUARI)

Website: nuari.org

Are you a mission-driven, strategic leader ready to drive innovation at the intersection of national security, research, and higher education? Norwich University Applied Research Institutes (NUARI) seeks a visionary **President & CEO** to lead a dynamic, multidisciplinary nonprofit at the forefront of applied research, cybersecurity, and technology development.

About NUARI

NUARI builds solutions that protect and strengthen national and economic security. With close ties to Norwich University and contracts across government, defense, commercial, and academic sectors, NUARI's work spans research, technology innovation, and real-world training programs—all grounded in a commitment to public good and institutional integrity.

The Opportunity

Reporting to the Board of Directors, the President will shape NUARI's strategic direction, foster innovation, and drive sustainable growth. The ideal candidate will be an experienced executive with strong business acumen, a background in defense or research, and the ability to lead high-performing teams across a distributed organization.

Key Responsibilities

- Champion NUARI's mission and guide strategic and operational planning
- Lead research, development, and business development initiatives
- Oversee compliance with national security and regulatory standards (including Senior Management Official (SMO) responsibilities)
- Serve as the public face of NUARI, building partnerships with government, higher ed, and industry
- Ensure the organization's long-term financial health through sound fiscal management and resource development
- Support and collaborate with NUARI's Board of Directors
- Strong ability to build and maintain a close working relationship with Norwich University as a key partner and serve to promote the ideals and branding of Norwich University

What We're Looking For

- Demonstrated senior leadership experience in defense, research, nonprofit, or academic sectors
- Bachelor's degree required; advanced degree preferred
- Strong Business Acumen Required. The ideal candidate will have a demonstrated history of entrepreneurial experience and ability to market technical products and/or services to build consistent revenue.



- Demonstrated success in organizational leadership, strategic planning, and stakeholder engagement
- Strong understanding of nonprofit governance and federal contracting
- Exceptional communication and relationship-building skills
- Active Secret-level security clearance or eligibility and willingness to obtain

Compensation & Benefits

NUARI offers a competitive salary ranging from \$200,000 to \$275,000, along with an excellent benefits package.

How to Apply

We've partnered with Dan Lyons at The Richards Group to guide this important search. To apply, send your resume and cover letter to **dlyons@therichardsgrp.com**, or reach out to Dan directly at **802-556-1167** with any questions.

NUARI is an Equal Opportunity Employer. We strongly encourage applications from women, veterans, and individuals of all backgrounds.