

Behavioral Intelligence Expert

Business Intelligence Advisors (BIA) is a trusted independent investment research and training firm serving institutional investors and hedge funds. BIA trains investors how to conduct effective interviews, including using assessment of verbal and nonverbal cues. In addition, BIA uses a proprietary behavioral assessment methodology to systematically analyze the language used in the disclosures of publicly traded companies in order to alert investors to instances in which management teams are conveying less than complete and reliable information.

BIA's proprietary **Tactical Behavior Assessment**[®] (TBA[™]) methodology has its roots in the national intelligence community and has been honed over the last ~~ten~~ twenty years to work well in the investment environment in helping our clients conduct better interviews and gather quality information to assist them in making investment decisions.

The Behavioral Analysis Expert applies TBA in three capacities: training delivery, advisory/ consulting services and written analysis for our clients in the financial services sector. It is a full-time role. The person hired is provided with intensive training and hands-on experiences to learn TBA.

Roles & Responsibilities:

- Provide introductory and advanced instruction in BIA's proprietary behavioral methodologies
- Apply TBA methodology to analyze complex public disclosures
- Assist clients in preparing for meetings by providing interview strategies and question formulation

Competencies:

- Excellent written communication and platform skills are a must
- Interest in the psychology of communication and persuasion
- Ability to reach and clearly articulate reasoned conclusions
- High threshold for ambiguity and willingness to be flexible
- Ability to present information, concepts and content to facilitate learning and hold audience attention
- Strong analytical skills
- Client orientation and ability to work with all levels within an organization
- Ability to work well individually as well as in teams
- Some understanding of business strategy, operations and financial statements is helpful

Qualifications & Experience:

- Five or more years of prior work experience with at least three years of experience with one of the premier intelligence organizations (e.g. CIA, FBI, NSA, Secret Service, or in a similar capacity at a Federal agency).
- Prefer experience with polygraph training, interrogation/elicitation and/or investigations (including FLETC)



- Significant interviewing experience a plus
- Willingness and ability to travel are required; 2 short domestic trips per month and 2-4 foreign trips per year
- Bachelor's degree and strong academic achievement required
- Proficient user of MS Office, especially PowerPoint
- Able to connect peripherals to a laptop (e.g. projector, speakers, wireless pointer) as well as use and adjust corresponding interface applications

Business Intelligence Advisors welcomes candidates that bring unique and diverse backgrounds and experiences. A commitment to serving clients, teamwork, accountability, and integrity form the foundation of a challenging and exciting career at BIA. BIA is an equal opportunity employer.

Benefits:

- Fully Remote
- Health/Dental/401k

Your cover letter and your resume are required for consideration for the Expert role.

Business Intelligence Advisors, Inc. ("BIA") is an independent investment research firm that provides a unique edge to institutional investors and hedge funds. BIA uses its proprietary behavioral assessment methodology, developed by U.S. intelligence professionals, to critically analyze the language and behaviors from company disclosures to ascertain for investors when management teams are conveying incomplete and unreliable information.

Business Intelligence Advisors welcomes candidates that bring unique and diverse backgrounds and experiences. A commitment to serving clients, teamwork, accountability, and integrity form the foundation of a challenging and exciting career at BIA. Direct candidates only and no phone calls, please. BIA can only consider candidates who are legally authorized to work in the U.S. for an unlimited period without sponsorship.