



# ERIC MURRAY

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Washington DC Area 

## EDUCATION

### Master of Engineering

N.C. State University

2002-2005

### B.S. Mechanical Engineering

University of Virginia

1996-2000



## CLEARANCE

TS/SCI w/ Full-Scope Poly

## KEY SKILLS

Team building/Leadership

Communication/Presentation

Business Development

Problem Solving

Business Management

## TECH SKILLS

Software Development

Prototype/Demo Creation

Customer Engagement

Machine Learning/Data Science

Satellite/Orbital Mechanics

## PROFESSIONAL PROFILE

Engineer with extensive experience in software development, data science and analytics, and customer-facing delivery roles. Driven, self-starter who thrives on solving complex problems, prototype development, and consistently exceeding customer expectations. Effective presenter and communicator who has founded multiple businesses, serving as contributor and leader of several successful teams.

## PROFESSIONAL EXPERIENCE

### Forward Deployed Solutions Engineer

C3 | Tysons Corner, VA | 2018 – Present

Work at the leading edge of C3 federal business to rapidly and accurately configure the C3 Platform and Application solutions, solving complex business problems involving significant scale and technical complexity in new domains and for new customers.

- Design, develop and maintain demos using C3 DSL and JavaScript, Python, HTML, CSS
- Work closely with customer Subject Matter Experts to establish applications requirements, success criteria, and write Product Specification
- Collaborate with C3 application engineers, product managers, and data scientists to deliver pre-production application “pilots” on the C3 platform

### Technical Director, Public Sector

Ayasdi | Reston, VA | 2017 – 2018

Work on the Public Sector Sales team to help new and existing customers understand Topological Data Analysis and leverage the Ayasdi Artificial Intelligence Platform. Handle all aspects of the sales cycle and serve as the main customer-facing technical engineer on pilots.

- Develop customer specific demonstrations and data models within the platform using both structured and unstructured data
- As an expert on Ayasdi’s rapid prototype framework, work closely with product and engineering staff to develop UIs for bespoke applications
- Serve as data analyst, data scientist and software developer on customer POCs
  - Perform NLP feature generation and model development for both internal and customer products
  - Responsible for understanding, cleaning, processing and loading large volumes of data into the platform (data munging)
  - Develop models on complex and high dimensional data leveraging TDA and centrality measures

## Cont. Learning

### Machine Learning

Stanford Univ, Coursera, 2019

### ML Foundations

Univ of Wash, Coursera, 2017

### Data Science Orientation

Microsoft, edX, 2017

### Cybersecurity

MIT Prof Education, 2016

### Intro to Financial Accounting

Univ of Penn, Coursera, 2015

### Intro to Marketing

Univ of Penn, Coursera, 2015

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## AWARDS

### McCone Technical Award

CIA DS&T, 2014

### Certificate of Appreciation

CIA WINPAC, 2010

CIA CAO, 2013

### National Intelligence

### Meritorious Unit Citation

DNI, 2009

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## LANGUAGES

C#/VB.NET

Python

JavaScript

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## INTERESTS

Family

Continuous Learning

Hiking

Kettlebells

Downhill Skiing

## PROFESSIONAL EXPERIENCE

### Vice President/Co-Founder

*Eyes Only Systems | Aldie, VA | 2013 – 2017*

Serve as customer facing software developer and product manager, oversee all aspects of software start-up efforts, and internal business operations

- Served as Product Manager interfacing with senior government officials and analysts defining software requirements, timelines, and priorities
- Full-stack development of several applications using AngularJS, JQuery, and restful API using ASP.NET
- Oversaw all aspects of commercial software development effort including:
  - Manage a team of remote developers and sales staff
  - Present to Angel Investors and other fund-raising activities
  - Successful beta test with Homeland Security and proof-of-concept with a local law enforcement organization
- Responsible for business development and growing government contracts

### M&S Program Manager

*Raytheon, IIS | Dulles, VA | 2012 – 2013*

Responsible for expanding Satellite ToolKit (STK) capability, recruiting and training employees, and working with IRAD programs to expand adoption of STK. Worked at customer location overseeing existing STK tools, developing new geospatial analytic tools, and data visualization.

### VP of Services/COO

*Apogee Integration | Chantilly, VA | 2004 – 2012*

Responsible for expanding business with existing customers and contracts. Managed all CIA contracts, Technical Lead for all satellite software development projects, and lead for all company IRAD/internal projects.

- Responsible for yearly company benefits selection, managed development and maintenance of the employee policies and handbook, and HR/recruiting efforts
  - Software engineer on multi-year project to develop a situational awareness tool suite for operational platforms
  - Software developer in an R&D lab with the intelligence community
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## EARLY CAREER EXPERIENCE

### Modeling and Simulation Engineer

*Analytical Graphics | Landover, MD | 2004*

Pre and post sales responsibility for various government agencies.

*BAE Systems | Reston, VA | 2002-2003*

Modeling and Simulation development and projects using discrete event simulators, STK and MS Office tools.

*Adroit Systems | Alexandria, VA | 2000-2002*

Technical lead on R&D project supporting Air Force collection and exploitation systems

### Associate Mechanical Engineer

*Litton Marine Systems | Charlottesville, VA | 1995-2000*

Design, fabrication, and testing of structures for US Navy navigation systems