



## PARTNER FORCES

Aria Varasteh is a Director at Partner Forces. In this interview, he explains why he enjoys working for the company and what about the services and culture make it uniquely appealing to clients and employees.

**Q: What is your main role at Partner Forces?**

A: I joined the company as a Director in March 2018. In this role, I lead several of Partner Forces' internal corporate initiatives. I also lead a team working on national security-related projects for a federal government client to support enhancements to their analytical capabilities.

**Q: What did you study in college or what previous work or other experiences prepared you for your role at Partner Forces?**

A: My undergraduate work focused on international affairs and history; in graduate school, I received a Master of Business Administration and Graduate Certificate in Business Analytics. My undergraduate career prepared me for a focus on federal clients; my graduate work prepared me for a career in management consulting. I am also a PMI-certified Project Management Professional and Lean Six Sigma Black Belt, which are both industry standards.

**Q: What about Partner Forces made you want to be part of the company? Is there anything about the culture that you think would be surprising to others?**

A: It was especially important to me to work for a small business. I was eager to play a more active role in a company's corporate initiatives, including both growing the business and the brand. I was surprised to see just how many of our employees, across all levels, participate in corporate initiatives in some form. It is

energizing to know the rest of your team is passionate about the company's success.

**Q: What do you like about your role?**

A: I love being exposed to all aspects of the client and corporate portfolio. I support multiple clients with different objectives that engage and stimulate my professional interests in homeland security and management consulting. I also lead and support corporate initiatives for our social media, brand strategy, website development, corporate events, recruitment, training, business development, and strategic planning. I love knowing the work I do matters: to the client, to the company, and to me.

**Q: Why do you think clients decide to work with Partner Forces? Is there anything prospective clients should know about Partner Forces that you think would make them interested in hiring the company?**

A: Partner Forces offers clients proven strategic and technical expertise in the homeland and national security spheres. Our talented team is agile and nimble to adapt to and support new missions in the ever-evolving homeland security enterprise. We provide strategic-level support, and experienced tacticians to support mission-critical programs.

**Q: What about Partner Forces do you think would make a company interested in teaming with the company on a project or contract?**

A: We are trusted within the industry and are proud of our proven network of successful partners. I should note, we are called "Partner Forces" and we identify partners that share our



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core values. We trust our partners implicitly, which allows us to form and maintain strong relationships. This often provides an opportunity to work with our partner companies again!

**Q: What should potential employees know about Partner Forces that would make them interested in joining the company?**

A: We place a strong emphasis on professional training and growth; this is a place where you can augment and diversify your skills.

**Q: What would you tell Partner Forces employees is the key to being successful in the company?**

A: Adaptability. Whether you work on the same project for a long period of time, or support a short-term initiative, priorities can change. Especially within the homeland security field, the threat landscape is ever-evolving which can require an abrupt pivot in priorities. Sometimes you need to ride the wave; however, the pivot often affords you the opportunity to expand your skill set and develop expertise in new areas. Furthermore, our clients and our team recognize the ability to adapt.

**Q: Most of your employees work on-site at federal agencies. How do you make sure they feel**

**connected with Partner Forces and are able to absorb, as well as represent, its culture and values?**

A: I cannot say enough about our company culture: in addition to company meetings, we host regular team happy hours; fitness outings at local studios; knowledge events featuring training opportunities and topics relevant to the industry; and an onboarding “buddy” program. We offer employees a myriad of opportunities to engage the team all the way to our senior leadership. During company meetings and select knowledge events we will discuss our six core values. We have a program in place to recognize our team members for their embodiment of these values and their contributions to our clients and company.

**Q: How do you expect Partner Forces will grow and evolve in the future?**

A: Partner Forces nearly doubled in size over the past twelve months and expanded our support in the homeland security arena. However, we aim to diversify our portfolio and pursue work with other government agencies, which seek many of the skills and the expertise we offer existing clients. We are also pursuing relevant opportunities at the state and local levels, and the private sector.