



www.SIEConsultinggroup.com | info@SIEConsultinggroup.com

Associate/Manager – Federal

IT Asset Management

Permanent Position

Industry: IT Management Consulting

Location: Arlington, VA

Years of Relevant Experience: 8+

Company Description

SIE Consulting Group is a boutique IT Procurement, Strategy, and Operations Services firm focused on helping our clients achieve sustainable and measurable results for their organizations. SIE is led by an experienced team of public and private sector experts with our office located in the heart of the DC-Metro area. We have one goal in mind – helping our clients transform IT Procurement and Operations to achieve success. We do this by staying true to our company's core values of Service, Integrity and Excellence.

Position Description

The primary focus of the Associate/Manager is to provide IT asset management oversight for projects across our client Agencies, by utilizing wider strategic experience and functional Enterprise Software License knowledge and IT Asset Management (ITAM) framework. The Consulting Associate/Manager will lead projects and sourcing activities across the Federal IT market. Additionally, a portion of this role will center on identifying opportunities for business/scope development and internal operation improvement for SIE leadership. We offer competitive salaries and benefits.

Key responsibilities include:

Work with the firm's dynamic public sector client base to lead IT strategy and governance by providing technical and functional management oversight. Embrace SIE's client service approach and manage client relationships to ensure that high-quality and high-value services are provided to achieve clients' objectives.

Activities include:

- Document and evaluate client's current state processes, organizational structure, and technology/data based on client interviews and available documentation
- Develop recommendations to improve/optimize findings across people, process, technology, and data based on current state observations, data analytics, benchmarking, and leading practices



- Lead efforts for the development of a Program Governance to align client's strategic priorities, develop performance/risk reporting, and support the transition to a new service delivery model (e.g. ITIL, IAITAM)
- Develop and execute a Program Roadmap including project prioritization and delivery
- Effectively communicate status updates, project findings, and recommendations
- Build and maintain relationships and communicate with key client personnel to understand business operations, processes, and functions
- Managing mid to senior level customer and supplier relationships during the project to ensure customer satisfaction
- Provide subject matter expertise related to IT asset management
- Deliver robust spend analysis and opportunity assessments
- Provide analysis and support for better business decision-making
- Ensure risk is mitigated and optimization of total delivered cost is achieved
- Increase the project scope/revenue and report to Director
- Develop and support new business opportunities
- Contribute to further building the SIE IT and sourcing practice in terms of people, process and technology improvements
- Actively promote SIE scope of services through various mechanisms

As the ideal candidate you must possess:

- University degree in Business Management or a Bachelor's degree in a related field is required Master's degree is an asset
- Leadership experience with exceptional interpersonal and communication skills to work effectively with the team and all levels and areas of the organization
- Minimum of 8 years' experience in Operational Consulting, OR Direct/Indirect spend Sourcing, OR Procurement Leadership

Preferred Skills:

- Expertise related to Software licensing optimization
- Prior experience in Agile delivery preferred
- Knowledge of and experience in operationalizing IT governance and service delivery models (e.g. ITIL, TOGAF, Agile, etc.)
- Master's degree in Information Technology or Business Management AND/OR one or more of the following certifications:
 - The Open Group Architecture Framework (TOGAF), Service Oriented Architecture (SOA),



- Information Technology Infrastructure Library (ITIL),
- Certified in the Governance of Enterprise IT (CGEIT),
- Certified in Risk and Information Systems Control (CRISC),
- Certified Scrum Master (CSM),
- Certified Defense Financial Manager (CDFM) or
- Project Management Professional (PMP)

All applications are held in strict confidence. SIE Consulting Group is an equal opportunity employer who encourages applications from all qualified applicants. We thank all applicants for their interest; however, only short listed candidates will be contacted.