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## **Senior Consultant / Specialist Senior - Federal IT Asset Management (ITAM) / Software License Management (SLM)**

**1099 or Permanent position**

**Industry:** IT Management Consulting

**Location:** Arlington, VA

**Years of Relevant Experience:** 5+

### **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.

### **Senior Consultant (SC) / Specialist Senior (Sp. Sr) – IT Asset Management / Software License Management (SLM)**

The primary focus of the Senior Consultant / Specialist Senior is to provide IT Asset Management (ITAM), Software License Management (SLM) expertise for projects across our client Agencies, by utilizing wider strategic experience and functional Enterprise Software License knowledge. The SC/Sp. Sr will lead and coordinate highly complex ITAM projects and SLM activities across the Federal IT category.

The SC / Sp. Sr will support client Agencies in all activities related to IT asset spend and software (SW) license deployment, analytics, market research, strategy development, business planning, bid analysis, SW vendor evaluations, SW contract negotiations, contract implementation, and supplier improvement programs. Additionally, a portion of this role will center on identifying opportunities for business/scope development and internal operation improvement for SIE leadership.

### **Key responsibilities Include:**

- Provide subject matter expertise related to ITAM and SLM (e.g., with a focus on common OEMs, including Oracle, Microsoft, Adobe, IBM, VMWare, etc.) programs
- Facilitate the collection, analytics, and reporting specific to ITAM/SLM inventory, license position, compliance/audit risk, and cost reduction opportunities
- Deliver robust spend analysis and opportunity assessments for customer agencies to reduce overall spend, enable “shelf-ware”, remove redundant or unused applications, and manage SLM position, according to business need

- Support and enable clients with the use of key ITAM/SLM/ITSM management tools (i.e., including but not limited to HPE, Flexera, Aspera, BDNA, 1E, ServiceNow, Remedy, SCCM, BigFix, Snow, etc.)□
- Providing analysis and support for better business decision-making
- Ensuring risk is mitigated and optimization of total delivered cost is achieved□
- Working with client stakeholders to embed a formal, fact-based purchasing process in all company procurement activities to enable the organization to leverage purchasing power
- Introducing continuous process improvement and cost reduction□
- Increase the project scope/revenue and report to Senior Manager
- Develop and support new business opportunities
- Contribute to further building the SIE ITAM/SLM practice in terms of people, process and technology improvements.
- Actively promote SIE scope of services through various mechanisms

### **As the ideal candidate you possess:**

- Bachelors degree in Computer Science, Business Management, Information Systems, Procurement Strategy, Bachelor's degree in a related field is required.
- Experience related to software licensing lifecycle, management and optimization
- Leadership experience with exceptional interpersonal and communication skills to work effectively with the team and all levels and areas of the organization
- 5+ years professional experience focused one or more of the following skills: IT Procurement, IT asset management, strategic planning, procurement performance optimization, procurement process/governance, spend analytics, category management, strategic sourcing, contract management, contract implementation, supplier relationship management, procure to pay and procurement outsourcing.
- 5+ years experience in operational consulting, OR direct/indirect spend sourcing, OR procurement leadership
- 5+ years analytical analysis with procurement and supply chain focus
- Proficient with Microsoft Office Suite

### **Preferred Skills:**

- Masters degree in Computer Science, Business Management, Information Systems, Procurement Strategy, Bachelor's degree in a related field is required.
- Expertise related to one or more of the following software license vendors: Oracle, Microsoft, Adobe, VMWare, IBM, and other leading OEMs
- Senior experience and knowledge of spend analysis, category management, strategic sourcing, contract management, and value management/contract operationalization
- Senior experience in IT asset management and Software License Management
- Strong understanding of procurement governance, processes and policies.
- Ability to work under pressure and meet deadlines.
- Demonstrated ability to handle multiple tasks and assignments simultaneously
- Strong interpersonal, communication, and time management skills
- Strong business development skills
- Ability to manage, advise and develop consulting resources
- Strong aptitude, ability, motivation and interest in performing quantitative analysis within a business environment

- Ability to validate and derive insight from large amounts of data from diverse sources
- Experience in collecting, manipulating, interpreting, and cleansing data
- Experience in gathering data from legacy systems
- Local to the DC metro area

*All applications are held in strict confidence. SIE Consulting Group LLC 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.*