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Category Management Consultant

Permanent Position or 1099 Independent Contractor

Industry: IT Management Consulting

Location: Washington, DC; San Antonio, TX; Oklahoma City, OK

Years of Relevant Experience: 3-5+ years minimum of directly relevant experience

Company Description

SIE Consulting Group is a Management Consulting Firm specialized in Procurement, Strategy, and Operations Services. We are focused on helping our clients achieve sustainable and measurable results for their organizations. The SIE team is led by an experienced group of public and private sector experts. Our office is located in the heart of the DC-Metro area. We have one goal in mind – helping our clients transform Procurement and Operations to achieve success. We do this by staying true to our company's core values of Service, Integrity, and Excellence. SIE was voted the #1 Best Place to Work (Small Business) by the Washington Business Journal.

Position Description

We are seeking three (3) Category Management Consultants to become an integral part of our team. You will develop thorough market/business intelligence, research industry benchmarks, perform gap analyses and establish executable courses of action in support of demand management strategies, total cost management, strategic sourcing, application of best practices and supplier management strategies. The opportunity is in support of a Department of Defense client, focused on category management, to be performed in three separate locations (as shown above).

Key responsibilities include:

- Prepare and conduct business analyses and studies, needs assessments, requirements analysis/definition and cost/benefit analyses in an effort to align business systems, solutions and initiatives
- Develop strategies and policy relevant to category management based on statistical analyses
- Prepare forecasts and analyzes trends, reports, spreadsheets, reporting regulations and business conditions
- Develop and analyze metrics, performance measurements, requirements, reports and recommendations related to management, organizational structure, policy/procedures and business systems
- Identify potential business risks
- Perform analysis in support of Supplier Management, Strategic Sourcing, Total Cost Management, and Demand Management Strategies

As the ideal candidate, you must possess:

- US Citizenship or approved work status to work in the United States
- Bachelor's Degree
- 3-5 years of **relevant** experience
- Extensive knowledge and experience preparing and conducting business analyses and studies, needs assessments, requirements analysis/definition, gap analyses and cost/benefit analyses
- Ability to develop, analyze, and track metrics, performance measurements, and requirements
- Deadline and detail-oriented
- Ability to pass client clearance requirements
- Strong skills specific to analytics, problem-solving, and ingenuity
- Strong interpersonal, communication, and time management skills
- Ability to prioritize work assignments
- Ability to work under pressure and meet deadlines

Preferred Skills:

- Category management expertise for the following categories in the identified work locations: Washington, DC: Professional Services and Information Technology; San Antonio, TX: Facilities & Construction and Security & Protection; Oklahoma City, OK: Industrial Products & Services and Transportation & Logistics
- Hands-on experience performing federal consulting services
- Experience and knowledge of spend analysis, category management, strategic sourcing, contract management, and value management/contract operationalization
- Understanding of procurement governance, processes, and policies.
- Demonstrated ability to handle multiple tasks and assignments simultaneously
- Excellent client handling skills
- Strong analytical skills – assertive and inquisitive manner that allows the individual to take even indirectly related and orally communicated information and transform it into actionable information
- Experience developing and presenting briefings to senior executives

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.