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Senior Cloud Strategist

Permanent Position

Industry: IT Management Consulting

Location: Washington, DC; and DC Metro area

Years of Relevant Experience: 8+

Company Description

SIE Consulting Group is an IT Management Consulting Firm specialized in asset management, cloud strategy and migrations, and operations services. We are focused on helping our clients achieve sustainable and measurable results for their organizations. We do this by staying true to our company's core values of Service, Integrity, and Excellence. 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. SIE was voted the #1 Best Places to Work (Small Business) by the Washington Business Journal in 2016 and 2017.

Position Description

The primary focus of the Senior Cloud Strategist/Solutions Architect is to provide our Federal customers with in-depth knowledge and execution of cloud advisory services, focusing on assessment of current state and planning for migration activities. This role is very client facing and will require an experienced Federal consultant who can build rapport with our customers, as well as help translate technical jargon into presentations to business owners. The first assignment of this role will be to support: assessment of existing application inventory across multiple mission areas; architecting optimal pathways for cloud migration of legacy applications; developing vetted migration project plans for each mission area; and supporting the activities of a recently formed Cloud advisory group. The selected individual will be responsible for engaging with our Federal clients to evolve their cloud strategy, provide feedback on the strategy, and then translate it into a tactical plan for each mission area. The Senior Cloud Strategist/Solutions Architect will then assist the mission area tech leads and solutions architects in designing and implementing solutions that will follow the cloud strategy.

This position is a critical part of a high-profile U.S. Public Sector Initiative. It presents the selected individual with the unique opportunity of *predicting the future* of Federal Cloud Computing - as a critical member of a team that is *defining it*. As a member of the Cloud Team, you will be expected to bring a passion to perform and excel at delivering secure cloud solutions to the Federal workforce. You will leverage strong communication skills, a customer service-based approach, have in-depth Cloud experience and/or certifications (AWS, Azure, etc.) and be a positive addition to the team as an independent contributor with the ability to “figure out” and overcome obstacles. Additionally, a portion of this role will center on identifying opportunities for business/scope development and internal operation improvement for SIE leadership.

This position requires US Citizenship or Permanent Residency status.



Key responsibilities Include:

- Assisting our Agency customers with sound practices in cloud brokerage and technical application management
- Supporting the crafting of agency cloud strategies using IaaS, PaaS, and SaaS with the ability to analyze and synthesize analysis of alternatives
- Conducting financial and ROI analysis of infrastructure, operations, and management costs
- Acting as Cloud SME in the implementation of large, medium, and small cloud projects
- Hands-on support of mission areas in the rationalization and cloud readiness assessment of their existing application inventory
- Developing a vetted migration matrix for all agency applications identified as cloud candidates
- Working with agency stakeholders to embed an agile, cloud-native ATO process in all cloud acquisitions to enable the agency to quickly and effectively harness the power of cloud computing
- Increase the project scope/revenue and report to Program Manager
- Develop and support new business opportunities
- Contribute to further building the SIE Cloud Advisory Services practice in terms of people, process and technology improvements
- Actively participating in SIE business development and internal improvement activities

As the ideal candidate you possess:

- Bachelor's degree in computer science, Information Systems, or related field is required
- Leadership experience with exceptional interpersonal and communication skills to work effectively with the team and all levels and areas of the organization
- 8+ years professional experience focused one or more of the following skills: IT Modernization, Enterprise Architecture, Data Center Consolidation, Cloud Readiness Assessments, Organizational Change Management, Cloud Migration Strategy, and IT Optimization
- Experience in Public Sector IT consulting

Preferred Skills:

- Master's degree in computer science, Information Systems, or related field.
- 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 harmonizing data
- Experience in gathering data from legacy systems
- Local to the DC metro area

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.