

Xtensible Solutions is looking for professional and experienced **Associate Principal Consultants** to join our team. As the Associate Principal Consultant (APC) you will be responsible for driving the development of innovative strategies and implementable business solutions for clients drawing on appropriate multidisciplinary skills and capabilities within Xtensible. You will strive to be the client's trusted advisor on business-related topics including strategy and operations and will be expected to frame the business value from technology initiatives and articulate this value to meet main objectives.

Ideally we are looking for candidates located in CA, CO, Northern VA or MA and close to a major hub but we will also consider other locations. We offer excellent salaries, medical, dental, 401K and more.

The APC is expected but not limited to:

- Engage comfortably with our full range of enterprise data integration tools and methods.
- Understand the business context and set a clear strategy and plan for addressing the client's business challenges.
- Develop relationships with client management
- Contribute to proposal development, client relationship building and business development; manage individuals, delivery teams and multiple projects; and engage in thought leadership development.
- Be a thought leader in supporting business strategy development including value proposition, competitive advantage and business justifications.
- Assist with the identification of strategic options based on solid fact base, criteria to evaluate and prioritize those options, and define future business models.
- Advise client and Xtensible management on key project operational processes as needed including estimation, pricing, staffing decisions, project reviews and performance feedback.
- Support the Solution Development team by providing knowledge gained from customer feedback, customer requirements and perceived market direction.
- Work with the Solution Development team to assist, when needed, with product design and implementation, and in establishing and delivering product training capabilities.
- In performing the essential functions of this role, the work environment is fast-paced, team based, and frequent overnight travel is necessary.

Essential knowledge, Skills and Experience:

- Bachelor's degree in electrical engineering, computer science, business or related field. Master's degree highly desirable.
- Minimum of 10 + years consulting and professional services experience within the business information or IT sector.
- Experience in consulting services required, with focus on the utility business domain and/or enterprise software.
- Excellent understanding of professional services systems and processes.
- Successful record of developing client relationships.
- Successful record of contributing to business development and revenues generated.
- Established record of leading projects and cross-functional teams.
- Skills in managing a budget and resources allocation.
- A strong network of potential employees, contractors, developers and contract services
- Past contributions to thought leadership and intellectual capital development.
- Ability to work well with engineers, operations, sales and external customers, good team player.
- Demonstrated team building and coaching skills.
- Strong people skills, capable of building trust and rapport with customers and colleagues.

Xtensible Solutions is an Equal Opportunity Employer. All applicants will receive consideration for employment without regard to race, color, religion, sex or national origin.

If you have what it takes to contribute to this winning team, contact us at pscareers@xtensible.net. We look forward to meeting you!