



**Principal Consultant / Director**  
**Agile Digital Finance and Budgeting**

**Agile Digital Finance and Budgeting Client Solutions**

**Principal Consultant / Director**

Enterprise IT and Finance organizations are accelerating transformative digital operating models through tighter alignment of agile methodologies with IT cost management, budgeting and forecasting activities.

By measuring IT product capabilities and investments with financial and value creation metrics optimized by agile modeling, transformative IT finance operations enable organizations to consistently improve budgeting, FinOps, IT and Cloud cost management activities.

**At-a-glance Experience Qualifications**

- IT Finance software applications and platforms
- IT Financial Management / Technology Business Management (principles, platforms)
- Enterprise agility models and product capability operating models
- IT and Business Services management
- Corporate Finance and Accounting (budgeting, forecasting, cost management and corporate financial planning)
- Financial modeling
- Cloud adoption, IT optimization
- Infrastructure and application architectures
- Application hosting strategies
- Project leadership and management skills

**Position Overview**

The Agile Digital Finance and Budgeting (ADFAB) Principal Consultant / Director will be accountable for leading Client engagement delivery teams, implementing software and operating model solutions, maturing ISG's solution capabilities and supporting sales opportunities. Extensive technical knowledge of IT Financial Management, Technology Business Management, system integrations and Agile methodologies is a mandatory requirement to drive Client program and software application implementations.

Position will report directly to the Americas Capability Lead, Agile Digital Finance and Budgeting.



## **Role & Responsibilities**

Creative thinking, innovation, entrepreneurial spirit and value creation are necessary non-technical attributes required of this role. The ability to effectively communicate and partner with an array of stakeholders internally at ISG and externally at ISG Clients is necessary- as making our Clients successful in their IT cost management projects is our Firms goal and responsibility.

This position will require a strong aptitude for shaping delivery solutions. Our collective strength resides in individual and Team contributions to iterate upon strategic IT finance-based solutions that drive value for the organizations we partner with.

## **Leadership Requirements**

- Possess a high emotional intelligence (emotional quotient – “EQ”)
- Strategic, positive, creative and solution-oriented mindset to solve complex challenges
- Ability to operate in unstructured and entrepreneurial environment while remaining accountable for individual and Team performance results
- Client focused – Listens, pivots and caters to Client requirements and success criteria
- Ability to manage strategic Client relationships and ISG delivery teammates
- Superior organization and communications skills
- The ability and desire to balance multiple projects of varying complexity at the same time
- Proven and demonstratable ability to sell and deliver IT financial management and agile advisory services
- Proven Delivery and Sales management skills including:
  - Developing project delivery, resourcing and budgeting plans
  - Preparing and delivering Client facing sales presentations
  - Scoping Client SOW’s and writing client contracts
  - Managing a pipeline of sales opportunities and pursuits

## **Technical Subject Matter Expertise**

- IT Financial Management (ITFM), Technology Business Management (TBM) software application configuration experience (Apptio, ServiceNow, etc.)
- Demonstratable experience managing multiple, large and complex ITFM program implementations
- Skilled design and implementation experience with IT cost modeling and allocation strategies, IT budgeting and planning best practices and methodologies
- Skilled design and implementation experience with IT showback and chargeback best practices and methodologies



- Experience with enterprise agility frameworks and integrating agile principles within enterprise financial management programs
- Proven ability to analyze financial and operational data and synthesize findings in common business language
- Experience with shaping IT and Business Services solutions

### **Daily Roles, Responsibilities and Routines**

- Lead and assist ISG delivery teams and Clients with designing and implementing IT finance and agile budgeting solutions (workshops, meetings, engagements and implementations) related to,
  - IT Cost Management – Cost modeling, allocation strategies, industry best practices
    - Comfortability and familiarity with the mechanics of actual costs and “price x quantity” methodologies
    - Mapping IT services to consuming business areas
    - Understanding in technical financial aspects of IT cost optimization decisions: CapEx vs OpEx, Asset Depreciation Methods, IT financial decision making
    - Familiarity with the concepts of Cost Centers, General Ledgers, and corporate financial data structures
  - IT Planning - Planning, budgeting, and forecasting methodologies
    - Understanding and expertise in establishing various forecasting approaches: Historical Average, Running or Moving Average, Weighted Average, and Seasonality
    - IT Project financial forecasting
    - Demand Forecasting and Capacity Planning for IT services
  - Agile Budgeting - DevOps and Product Aligned Delivery, Planning, and Cost Accounting
  - IT billing – IT service consumption definitions, showback/chargeback implementations
  - Governance, operating model designs, workforce readiness, leadership communications and training/communication strategies
- Advise Clients on the relationships between major functional areas of a product-centric enterprise approach to managing IT finance with agile operating models
- Deploy strong problem-solving skills and translate analytical data insights into strategic Client solutions



- Support ISG leadership with driving sales opportunities and delivering Client sales presentations
- Manage multiple sales and delivery priorities and execute high-quality Client deliverables

### **Required Skillsets**

Strong presentation, verbal and written communication skills with the ability to articulate complex ideas in easy-to-understand business terms to all levels of client leadership including C-Suite.

- Travel 25%-50% (or contingent upon Client requirements)
- 4+ years of IT Financial Management, Technology Business Management, Product Management, and/or Agile Development leadership including in a DevOps environment
- 7+ years in Information Technology, working in a technical delivery role
- Sales support and/or solution architecture experience desired
- Experience with organization design, organization change or culture change is highly desirable
- Familiar with cloud and cloud-based architecture, operation and/or development

### **Education**

- Bachelor of Arts or Science degree in a technical or scientific field or a business degree with relevant work experience.
- MBA/MS or other advanced degree(s) desirable

### **Certifications**

- Required – Technology Business Management (TBM): Certified TBM Executive (CTBME) and/or Recognized TBM Analyst (RTBMA)
- Highly desired - Agile management (i.e. SCRUM, Kanban, SAFe), enterprise architecture and service management frameworks (i.e. TOGAF, IT4IT and ITIL)

At ISG, we don't just accept difference — we celebrate it, we support it, and we thrive on it for the benefit of our employees, our clients, and our communities. We are committed to building a team that represents a variety of backgrounds, perspectives, and skills. ISG is proud to be an equal opportunity workplace and we are committed to creating an inclusive environment for all employees. The more diverse and inclusive we are, the better our work will be.

ISG (Information Services Group) (Nasdaq: III) is a leading global technology research and advisory firm. A trusted business partner to more than 700 clients, including more than 75 of the world's top 100 enterprises, ISG is committed to helping corporations, public sector organizations, and service and technology providers achieve operational excellence and faster growth. The firm specializes in digital transformation services, including automation, cloud and data analytics; sourcing advisory; managed governance and risk services; network carrier services; strategy and operations design; change management; market intelligence and technology research and analysis. Founded in 2006, and based in



Stamford, Conn., ISG employs more than 1,300 digital-ready professionals operating in more than 20 countries—a global team known for its innovative thinking, market influence, deep industry and technology expertise, and world-class research and analytical capabilities based on the industry’s most comprehensive marketplace data.