We are seeking a proven senior leader to join Definitive Logic as a Practice Director of our Financial Management (FM) Practice. In this capacity, you will be responsible for expanding our position as a leading Federal implementer of digital transformation solutions for Chief Financial Officers (CFOs) and their direct reports. Specific responsibilities and qualifications include:  
  
**Primary Responsibilities:**

* Lead a profit center reporting to our CEO and responsible for managing all operational activities for our Financial Management (FM) Practice.
* Responsible for attainment of business and financial objectives for the Practice.
* Responsible for definition of Solution Offerings (e.g., Budget formulation, budget execution, programming, Financial Statements modernization) for the practice in alignment with corporate strategy.
* Formulates and executes budget for the Practice, with support from Chief Financial Officer (CFO), including realization of target margins and responsible expenditure of Practice overhead/controllable expenses.
* Responsible for Thought Leadership for the Practice, including:
  + Active panelist/presenter in relevant industry forums, including but not limited to:
    - American Society of Military Comptrollers (ASMC)
    - Association of Government Accountants (AGA)
    - American Association for Budget and Program Analysis (AABPA)
    - Budget Formulation and Execution Line of Business (BFELOB)
    - ACT-IAC Shared Services
  + Responsible for marketing content creation for the practice
  + Includes all aspects of Technology and Innovation, Research and Development (R&D), and Intellectual Property creation
  + Responsible for technology and consulting partnership strategy, with support from our Chief Technology Officer (CTO) and Chief Growth Officer (CGO)
* Manages pipeline of future work for the Practice with support from the CGO:
  + Responsible for qualification of inbound leads within the scope of the Practice
  + Responsible for outbound lead generation through market segmentation, marketing campaign definition, call plan execution, and proactive, direct contact with Target Buyers for each Solution Offering, including key stakeholder briefings
  + Responsible for deal maturation/movement through gate review process and stages of capture, proposal development and closing.
* Manages delivery or current revenue with support from our Chief Operating Officer (COO) and Chief Customer Experience Officer (CXO)
  + Responsible for customer satisfaction, partner satisfaction, employee satisfaction, and the delivery of outcomes and ROI to our customers on every project
* Responsible for full lifecycle of talent management, and employee experience for the Practitioners in the Practice, with support from our Chief People & Culture Officer (CPCO)
  + Includes career path definition, workforce planning, recruitment, talent development, resource management, performance management, and rewards and recognition.
* Highly collaborative role requiring interface with our other Practice Directors, including cross-selling and matrixed resource support.
* Visible/vocal leader in corporate meetings and events, and strong contributor to company culture and continuous reinvention.
* Example for others in personally exhibiting behaviors of our corporate principles daily. Runs Practice in accordance with these behaviors, holding others accountable to our standard.
* Maintains impeccable business integrity throughout all functions.

**Required Qualifications:**

* 15+ years of relevant experience
* Expert knowledge of the Federal Government financial management and budgeting processes
* Strong professional network within the DoD and Federal Agency FM community
* Proven success in delivering successful outcomes on Federal FM transformation projects
* Experience with proposal development with a track record of successful awards
* A minimum of a Bachelor’s degree in Computer Science, Engineering, Information Systems, Mathematics, Business, Accounting or related degree

**Desired Qualifications:**

* A Master’s degree in a technical or business field
* Certified Defense Financial Manager (CDFM) or Certified Government Financial Manager (CGFM)
* Experience managing/leading organizations larger than 50 people
* Experience implementing Core Financials / ERP solutions
* Experience implementing Business Intelligence, Analytics, and Data Science/AI solutions
* Experience implementing EPM/CPM and Financial Planning & Analytics solutions using leading technologies (OneStream XF, Oracle Hyperion, TM1, BPC, Anaplan, Adaptive Insights, etc. )
* Active U.S Government Secret clearance

**About Definitive Logic**  
  
Definitive Logic is a management and technology consulting firm known for delivering outcomes and ROI for agencies’ most complex business challenges.   
  
We are a Small Business based in Arlington, VA which delivers performance-based and outcome-driven management and technology consulting solutions that directly support the strategic intent of our Defense, Homeland Security, Emergency Management, Federal Civilian and Commercial customers. We serve as trusted advisors providing objective, fact-based, vendor & technology-neutral consulting services.  
  
Definitive Logic is ultimately a team of problem solvers — thought leaders, domain experts, coders, data enthusiasts, and technophiles.  Our exciting projects and learning and sharing culture has consistently resulted in validation as a Great Place to Work: 2021 Washington Post Top Work Places (7-time winner, #1 Midsize in 2021) | 2021 Virginia Best Places To Work (8 years running, #1 Midsize in 2019).