

InSequence Overview:

At InSequence, we engineer outcomes for your most demanding technology problems. We hire talented professionals to bridge the technology gap between desired business results and actual implementation. Organizations often face a technology gap between getting a software solution and having it meet a desired business goal. InSequence closes that gap with engineered products and managed services that bridge IT expenditure and their organization goals. Our clients range from large government agencies to enterprises that utilize vast amounts of technology and data. They turn to us for our proven solutions and engineering mindset to manage technology that is predictable, scalable, and reliable.

Position Overview

InSequence is seeking a motivated and customer-focused **IT Software Asset Management (SAM) Specialist** to support enterprise Software Asset Management and IT Asset Management initiatives for commercial and federal customers.

This role is responsible for analyzing software inventory, entitlement, licensing, and usage data to help customers maintain compliance, reduce risk, and maximize the value of their software investments. The successful candidate will work with customers, internal teams, and software vendors to evaluate licensing requirements, identify optimization opportunities, improve data quality, and support software compliance activities. This position is ideal for an IT professional with experience in Software Asset Management, IT Asset Management, software licensing, systems administration, software deployment, or related enterprise technology environments.

The position provides opportunities to work alongside experienced SAM professionals supporting enterprise software environments, licensing initiatives, software discovery, asset management platforms, and technology optimization projects.

Required Qualifications

- Bachelor's degree in Information Technology, Business, Finance, Computer Science, Information Systems, or equivalent professional experience.
- Experience in Software Asset Management (SAM), IT Asset Management (ITAM), IT Service Management (ITSM), Systems Administration, software deployment, or related technical experience.
- Understanding of Software Asset Management principles and best practices.
- Understanding of software licensing concepts, software entitlements, and software lifecycle management.
- Experience collecting, reviewing, and analyzing software inventory, usage, entitlement, or asset data.
- Ability to identify data quality issues, trends, risks, and opportunities for improvement.
- Experience supporting software license compliance activities, internal reviews, or software audits.

- Strong analytical, troubleshooting, and problem-solving skills.
- Excellent written and verbal communication skills.
- Ability to communicate technical and licensing information to customers and stakeholders with varying levels of technical expertise.
- Strong customer service focus with the ability to work effectively with internal teams, customers, and software vendors.
- Self-starter capable of managing multiple priorities in a fast-paced environment.
- Ability to quickly learn new technologies, licensing models, and software products.
- Ability to obtain and maintain a Secret Security Clearance.

Preferred Qualifications

Experience with one or more of the following technologies or areas is preferred:

Software Asset Management

- Flexera One
- FlexNet Manager Suite (FNMS)
- Flexera Data Platform
- ServiceNow SAM Pro
- ServiceNow HAM Pro
- Other enterprise Software Asset Management or IT Asset Management platforms

Software Discovery & Inventory

- SCCM / MECM
- Microsoft Intune
- Tanium
- BigFix
- BMC Discovery
- Lansweeper
- Other enterprise software discovery and inventory platforms

Software Licensing

Experience supporting software licensing and entitlement management for publishers such as:

- Microsoft
- Adobe
- Oracle
- IBM
- VMware
- SAP
- Autodesk
- Splunk

- Other enterprise software publishers and licensing models

Asset & Configuration Management

- IT Asset Management (ITAM)
- Software Asset Management (SAM)
- Hardware Asset Management (HAM)
- Software licensing and entitlement management
- Software inventory and application recognition
- Configuration Management Database (CMDB)
- Software lifecycle management
- Data analysis and data quality

Additional Experience

- Department of Defense or Federal Government experience
- Customer-facing consulting or support
- Vendor management and software licensing negotiations
- Software compliance reviews or publisher audits
- ITIL Foundation or IT Service Management experience
- IAITAM CSAM, CHAMP, CITAM, ServiceNow, Flexera, Microsoft, AWS, Azure, or related certifications

Core Competencies

- Software Asset Management
- IT Asset Management
- Software Licensing
- License Compliance
- Software Optimization
- Data Analysis
- Data Quality
- Software Inventory
- Entitlement Management
- Vendor Management
- Customer Service
- Communication & Collaboration
- Documentation
- Continuous Learning
- Problem Solving

ADA Notations

- Regular communication (hearing/speaking).

- Noise conditions range from very quiet to very noisy.
- Prolonged use of computer (typing/keyboarding).

Salary Range

- The final salary can be influenced by a variety of factors, such as Federal Government contract labor categories and wage rates, relevant work experience, specific skills and competencies, educational background, and certifications.

Perks

- Company pays 100% of dental, vision, and life premiums and 85% of healthcare premiums for employees and dependents.
- 4% 401(k) match with immediate 100% vesting.
- 3 weeks of PTO and 11 Federal Holidays.
- Profit Sharing.
- Continuous training and education.

InSequence Inc. is an Equal Opportunity Employer.

We participate in the E-Verify Employment Verification Program.