

SME and delivery roles – service lines – horizontals

Infrastructure, Cloud, & Security services

Position	Job Summary	Location	Fitment check
Practice partner – Identity and access management	This is for the cybersecurity division of a \$100+ million technology services firm. The cybersecurity business is \$40+ million and growing well – with very good presence in the financial services sector. Working for the head of practice and pre- sales, the role will help build and grow solution offerings, work with technology partners and actively into pre-sales for new pursuits. It will actively participate in Conduct client workshops, discovery sessions, and technical presentations to showcase IAM capabilities and best practices. The hiring firm offers the full range of cyber services – Identity/access management, cybersecurity risk advisory, security verification, security engineering, managed detection and response and cloud security. Required experience - Hands on experience in cybersecurity especially identity and access management. Understanding of the different technologies in IDM, the partner ecosystem, and the merits of different IDM platforms • Identity Governance & Administration (IGA): SailPoint, Saviynt, Oracle. • Access Management & SSO: Ping, Okta, ForgeRock, Azure ADc. • Privileged Access Management (PAM): CyberArk, BeyondTrust, Delinea, • Customer IAM (CIAM) and federation standards (SAML, OAuth, OIDC). Ability to solution and present IDM roadmap to clients. Having participated in pre-sales activities – RFP's, proactive proposals and client presentations. Kra's will be practice development, partner engagement and success in solution presentations	US Central or North East	To check fitment Click here