



Job Title	Director, Software Engineering		
FLSA Status	Exempt	Supervisory	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No

Position Summary:

PDG Consulting (PDGC) is a Los Angeles, California based software consulting firm specializing in custom Web Application Development, Business Intelligence, and Digital Transformation initiatives for the Media & Entertainment and Content Distribution industries. We are seeking a Director of Software Engineering with a background in software engineering to join our growing PDG Consulting team. This role is for an experienced and motivated technical leader who possesses a unique balance of technical depth and strong interpersonal skills. Successful Director will help our clients take on their biggest problems with creative, business-focused technology solutions. The candidate must be a motivated self-starter and an ability to operate in a highly collaborative team environment.

If you share our passion for solving complex problems and want to be a part of our energetic and dynamic team, we would love to hear from you!

Responsibilities:

- Accountability for the practice, including driving sales, recruiting, account management, consulting, and all operational aspects, including:
- Practice Building - Drive overall growth of practice / services area through a combination of business development, talent management, oversight of delivery work, and thought leadership.
- Business Development - Lead business development activities, working with professional contacts for the benefit of the company.
- Team & Individual Development - Improve team performance through an effective team approach that helps people work better and love what they do.
- Engagement Management - Manage engagement risk, project economics including planning and budgeting, managing accounts receivable, defining deliverable content, and ensuring buy-in of proposed solutions from top management levels at the client.
- Software Development - Executes software engineering projects by developing resource planning for business roadmap in advance; removing barriers to success; ensuring others have the information, training, resources, and implementation time needed to succeed; developing and upgrading work assignments and processes to accomplish goals; reviewing project progress against timeline; and developing and communicating logical, convincing justifications, including lessons learned, to build commitment and support.

Job Description

- See opportunities and sell services to both new and existing clients.
- Grow executive-level client relationships.
- Work with teams to capture best practices and develop case studies and other core deliverables to build solution offerings.
- Participate in industry forums, events, and speaking engagements; manage production of project deliverables, budget, and presentations to client personnel and leadership.
- Curious: Hands-on, "roll up your sleeves" collaborative style of working.
- Conduct design and code review to ensure compliance with standards.

Qualifications:

- 10+ years of experience designing and implementing maintainable, scalable, and pragmatic software solutions from the ground up.
- 5+ years of experience in leading multiple software engineering scrum teams.
- 5+ years of experience with managing client relationships.
- At least 5 years' experience in people management.
- Fluency in Java and Golang or similar systems-level programming language with a passion for writing high-performance, efficient code.
- Experience with cloud technologies, AWS, Azure and Google Cloud Platform.
- Excellent knowledge of microservices and distributed systems architectures.
- Demonstrated ability focused on an engagement-based consulting experience or equivalent industry experience.
- A strong ability to coach and mentor technical leads, architects, and senior level engineers, helping them develop their skills and advance their careers.
- Experience championing design and development of complex, robust, and highly scalable production services and applications using modern frameworks, tools and systems.
- Experience in full stack software development and architecture and agile delivery.
- P&L experience from a comparably sized consulting firm.
- Proven history of leveraging and growing existing client base; organic business development responsibilities; i.e. growing new account(s) / client(s) from the ground up.
- Deep experience with managing people, including mentoring and leadership skills.
- Expert business operations experience (e.g., invoicing, SOW, margins, utilization).
- Outstanding verbal and written communication skills to audiences of all levels including client facing skills.
- BS/MS in information technology, computer science or a related engineering discipline, or equivalent experience.

Other Duties:

- Performs other duties and special projects as assigned.

PDG Consulting LLC is an Equal Opportunity / Affirmative Action Employer.