



Business leadership and corporate roles

Cross verticals

Position	Summary	Location	Apply or refer
Sales leader – SaaS platform	For an India headquartered Contact Center SaaS platform company, double digit revenue, profitable, and has raised Series A recently. The SaaS platform covers the full range of AI led outbound and inbound dialing, supports CTI integration and with digital channels. The company has over 1000 clients small and large, over 100 in the USA and large corporate clients in India. As the founding member of the sales team in the USA, the role will lead sales in the USA, engage with all sales opportunities, events, pursuits, build the inside sales engine, and with growth build out the sales team. This will be a very active travel role. The role will report into the founder and CEO. Required -15 + years in sales of technology services or platforms. Understands the sales rhythm of a SaaS platform, and willing to build a future career selling low value but high-volume license sales. Demonstrated track record of having set up sales processes and led pursuits from lead through closure. Having led a direct or virtual team will be a plus. Able to build momentum for a low visibility, small challenger when competing against large and better-known incumbents. Experience and understanding of the contact center, customer care processes a plus. KRA's will be order booking and realized revenue.	US metro city	

BFSI & Services verticals

Position	Summary	Location	Apply or refer
Business leader – Professional Services vertical (Tax, audit, information services)	For a \$5 + billion tech services company. The role will lead business growth in the Professional Services vertical across North America - both existing clients as well as acquiring new ones. The PS vertical comprises companies like the Big 4 and other tax, advisory,	US East or Upper Midwest preferred but there is location	To check fitment Click here



companies)	<p>information services and consulting companies. flexibility</p> <p>For the hiring company, it is currently \$30+ million in revenues and the goal is to scale it to \$100 million in the next 5 years. For this vertical sector, the hiring company offers solutions in big data analytics & insights combining structured and unstructured data, business ops services, legacy and cloud modernization, appl dev/maintenance, corporate IT management, and a full suite of digital, app, and ITO offerings.</p> <p>Required experience - 15 + years selling IT services with recent experience growing business in the tax/audit/information services or financial services verticals. Having led \$50+ million national or a similar regional book of business in a leadership role. Led, mentored and helped sales hunters / account managers succeed in their roles. Having demonstrated consistent high growth and led / won deals of \$30+ million TCV. KRA's will be order booking, revenue growth & margins.</p>	
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Energy & Utility verticals

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Healthcare and lifesciences verticals

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Hi-tech and Manufacturing verticals

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Retail / CPG / TTH verticals

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