



## Account manager / Client partner – industry verticals – all services

Titles are indicative and will be aligned with the experience of candidates

### BFSI verticals

Position	Summary	Location	Apply or refer
<b>Client partner – P&amp;C Insurance</b>	This is with an IT services company \$ 5+ billion in revenue. The role will strategize, seed, and grow an existing client in the P&C / Commercial lines of insurance. For the insurance sector, offerings include solutions to support business underwriting, claims, policy administration, and customer care; complemented by a complete suite of digital, ADM, infrastructure and BPO services. <b>Required Experience</b> - 8+ years selling IT solutions– the recent 2-3 years into the P&C or commercial Insurance vertical. Grown an account or territory to \$8-10 million. Seeded and pursued deals of \$10+ million TCV. Having demonstrated ability to seed proactive solutions and grow business when competing against larger incumbents. KRA's will be order booking and revenue.	Cincinnati	<b>To check fitment</b> <a href="#">Click here</a>
<b>Client partner – Life and annuities Insurance</b>	This is with an IT services company \$ 5+ billion in revenue. The role will strategize, seed, and grow an existing client in the Life and annuities lines of insurance. For the insurance sector, offerings include solutions to support business underwriting, claims, policy administration, and customer care; complemented by a complete suite of digital, ADM, infrastructure and BPO services. <b>Required Experience</b> - 8+ years selling IT solutions– the recent 2-3 years into the Life Insurance or contiguous vertical. Grown an account or territory to \$8-10 million. Seeded and pursued deals of \$10+ million TCV. Having demonstrated ability to seed proactive solutions and grow business when competing against larger incumbents. KRA's will be order booking and revenue.	Des Moines	<b>To check fitment</b> <a href="#">Click here</a>



## Healthcare and Lifesciences verticals

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## Hitech and manufacturing verticals

Position	Summary	Location	Apply or refer
<b>Client partner and regional sales – Manufacturing vertical</b>	<p>For a technology services company \$ 600+ million in revenue. The role will scale an existing client and also pursue and win new clients in the manufacturing vertical in the region. For the manufacturing vertical sector, the company has strong reference clients and offers a rich suite of offerings ranging from IOT, MES, supply chain, PLM – with a complete range of SAP, Oracle Apps, digital analytics and infrastructure offerings –an opportunity to cross sell a range to build on the current footprint.</p> <p><b>Required experience</b> – 10 + years in IT services, the recent 2 – 3 years pursuing/winning business with new or existing clients in the manufacturing or contiguous vertical (pharma / hi-tech / CPG). Annual win rate of \$ 4-5 million ACV range with large deal pursuit experience of pursuing deals of \$10 + million TCV. Experience selling domain led digital, ERP, ADM &amp; modernization solutions. Track record of seeing proactive solutions and competing successfully with Tier 1 competitors. KRA's will be order booking and realized revenue.</p>	Indianapolis or short commute	<b>To check fitment</b> <a href="#">Click here</a>
<b>Client partner – Hi-tech vertical</b>	<p>For a \$600+ million technology services company. The role will pursue and grow business with HP. This is a longstanding relationship with revenue in double digits. The goal is to scale this and sell the full spectrum of services offered by the hiring company. For the Hi-tech &amp; manufacturing vertical sector, the company offers a services suite ranging from manufacturing and supply chain, product lifecycle management, customer analytics, IOT, &amp; cloud migrations – with a complete range of SAP, Oracle and application modernization offerings –an opportunity to cross sell a range to build on the current footprint. <b>Required experience</b> -10 + years in IT services, the recent 2 – 3 years</p>	Houston	<b>To check fitment</b> <a href="#">Click here</a>



pursuing/winning business with new or existing clients in the hi-tech vertical. Having grown a territory or client to \$10 million or larger. Annual win rate of \$ 4-5 million ACV range with large deal pursuit experience of pursuing deals of \$10 + million TCV. Experience selling product ERP. Testing, PLM, intelligent manufacturing and customer experience solutions. Track record of seeing proactive solutions and competing successfully with Tier 1 competitors. KRA's will be order booking and realized revenue.

## Media and telecom verticals

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