



Sales positions – industry verticals – hunting new business

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

Regional and cross vertical roles

Position	Summary	Location	Apply or refer
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BFSI

Position	Summary	Location	Apply or refer
Sales director/AVP – Insurance vertical	For a US headquartered \$250 – 300 million BFSI focused IT services company. Pursue and win new clients in the Insurance vertical – both P&C and L&A. Focus on the top 20 insurers with potential to grow business to \$10+ million. The company has a reference able base of existing clients and offers solutions for Bureau rating, client analytics, and client digital engagement in addition to modernization of application platforms, next generation application assurance, migrations to cloud, and package solutions. Required experience - Having pursued and won new clients (focusing on the top 20 insurers) in the Insurance vertical for IT solutions and then mined them for growth. Track record of strategizing and building a territory for new client acquisition. Past association and network in the local market to enable early productivity. KRA's will order booking & revenue generated	Toronto	To check fitment Click here
Sales director / AVP – Insurance vertical	For a \$6+ billion technology services company. The role will strategize, seed, and pursue new clients in the P&C and L&A insurance verticals in the local region. For the insurance sector, domain solutions include tech solutions to support business underwriting, claims, policy administration, and customer care; complemented by a complete suite of digital, ADM, infrastructure and BPO services. Required Experience - 8+ years selling IT solutions– the recent 2-3 years into the Insurance vertical. Annual wins of \$ 2 – 3 million ACV and seeded and pursued deals of \$10 + million TCV. Having demonstrated ability to win business when competing against larger incumbents. A professional network with insurers in the NY/NJ/PA region will be a big plus. KRA's will be order booking and revenue.	New Jersey	To check fitment Click here



Regional sales director / AVP – BFS verticals	<p>For a \$5+ billion tech services company. The role will pursue and win new clients & business in the financial services and fintech vertical sectors in the Silicon Valley region. The company brings very deep expertise in tech platform development, IV&V and sustenance which are the dominant technology themes as most financial institutions craft their path to digital. Domain solutions offered include retirement & pension planning, wealth & asset management, payments, risk & compliance, reference data management & underwriting, bank in a box (Temenos, FIS), & customer acquisition and care.</p> <p>Required Experience - 5+ years in the IT services industry with the recent 2 – 3 years selling technology solutions (products or services) into the financial services vertical sector. Having won new clients in the vertical sector with potential of \$10+ million ACV. Seeded and pursued large value deals of \$5 + million TCV or higher. Track record of competing and winning against more visible large competitors. A contact network in the vertical which can be leveraged for early business conversations will be a significant asset. KRA's will be order booking and revenue.</p>	Silicon Valley	To check fitment Click here
Sales director / AVP – Banking vertical	<p>For a US headquartered IT services company with revenue in the \$ 300+ million. The role will pursue new client & business wins in the banking vertical in the region. The hiring firm has significant presence in the insurance vertical and growing well in the BFS verticals, bringing expertise in assurance services, cloud migrations, data/analytics and communication services.</p> <p>Required experience - 5+ years selling IT solutions in the USA – the recent 2 -3 years selling into the financial services vertical or having portable skills. Ability to strategize a territory and then pursue & win new clients. Seeded and pursued deals of \$5+million TCV. KRA's will be order booking and revenue.</p>	New Jersey	To check fitment Click here

Energy and Utilities

Position	Summary	Location	Apply or refer
Sales director – Energy vertical	<p>For a \$600+ million tech services company. Strategize, seed, and build a book of business in the Energy vertical in the region. It needs someone who understands the market and has the entrepreneurial zeal to build a new business. Domain services include Pipeline monitoring, real time production tracking, field service monitoring,</p>	Houston	To check fitment Click here



Asset visualization, MES, and PLM complemented by a complete suite of CX, digital, ERP, ADM, and infrastructure services. **Required Experience** - 8+ years selling IT solutions– the recent 2-3 years into the Energy vertical. Having sold into Energy vertical in the local region, and insight or contacts to initiate early conversations and discover opportunities to engage. Annual bookings of \$ 2- 3 million ACV and seeded and pursued deals of \$5 + million TCV. KRA's will be order booking and revenue.

Manufacturing and hi-tech

Position	Summary	Location	Apply or refer
Regional sales lead and client sales – Industrials and Energy verticals	For a \$ 1+ billion US headquartered Platform Engineering / digital services company. The role will pursue / win new clients in the region and may also be assigned existing clients to grow For the industrials vertical, the company has offerings to enable industry 4.0 migrations which include connectivity, embedded design, warehouse automation, asset management, predictive maintenance, remote diagnostics, field service enablement and supply chain management. Required experience - 7+ years' sales experience in selling digital / platform engineering services with the recent 3 – 4 years selling into the manufacturing / industrials / energy vertical. Proficiency in the manufacturing process chain from supply chain through warranty management. Having grown a territory / account to \$5+ million and having pursued deals of \$10+ million TCV. Demonstrated ability to identify and craft deals for new business in accounts with large incumbent vendors. KRA's will be order booking and revenue.	Midwest US East	To check fitment Click here

Media/Entertainment and telecom verticals

Position	Summary	Location	Apply or refer
Sales AVP – Media /	For a \$ 1+ billion US headquartered Platform Engineering / digital services company. The role will pursue / win new clients in the vertical – selling platform development,	Metro New York	To check fitment Click here



**Entertainment
verticals**

IV&V, digital and analytics services. For the media vertical, the company has offerings for OTT, cloud migration, digital advisory, experience design, content management, software engineering, & customer analytics. **Required experience** - 7+ years' sales experience in sales of technology services with the recent 2-3 years selling digital / platform engineering. Having grown a territory / account to \$5+ million and having pursued deals of \$10+ million TCV. Demonstrated ability to identify and craft deals for new business in accounts with large incumbent vendors. Having sold into the media / entertainment / broadcasting / communications verticals will be a significant plus. KRA's will be order booking and revenue.