



Sales positions – service lines/hizontals

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

Business process services

| Position | Summary | Location | Apply or refer |
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Digital & Analytics services

| Position | Summary | Location | Apply or refer |
|--|---|--------------------|--|
| Account manager – Industrials vertical | For a rapidly growing provider of analytics and business insights solutions, currently \$50 – 100 million in revenue. The role will be assigned one or more clients to grow business with. These may be in one location or spread across a geo so travel will be an essential part of the work cadence. Revenues range from \$2 – 5 million for specialized analytics services. For the industrials vertical, the company offers a portfolio of solutions for compilation and analytics of structured & unstructured data in AI consulting, supply chain, customer analytics, data engineering and CX management and is investing in platforms to re-leverage for speed and re-usability. Required experience - Work experience of 5 – 10 years with a substantial part of it in technology services. Domain understanding and having pursued business in the industrials or contiguous vertical. Having strategized pursued and grown business in a territory or with existing clients for tech, insight/analytics, data management, or business solutions. Domain understanding of one of supply chain, Customer Analytics, Smart Manufacturing, Digital Transformation, Cloud Data Platforms. Having engaged with and sold into business groups (vs. IT and procurement. KRA's will be order booking and realized revenue | US Midwest or East | To check fitment to this role Click here |
| Sales director / account manager – CPG vertical | For a rapidly growing provider of analytics and business insights solutions, currently \$50 – 100 million in revenue. The role will be assigned a territory to pursue and win new clients in or one or more clients to grow business with. These may be in one location or spread across | US East or Midwest | To check fitment to this role Click here |



a geo so travel will be an essential part of the work cadence. Retail and CPG are the largest verticals for the company. It has a rich portfolio of solutions for compilation and analytics of structured & unstructured data in AI consulting, supply chain, customer analytics, data engineering and CX management and is investing in platforms to re-leverage for speed and re-usability. **Required experience** - Work experience of 5 – 18 years with a substantial part of it in technology services. Domain understanding and having pursued business in the CPG or contiguous vertical. Having strategized pursued and grown business in a territory or with existing clients for tech, insight/analytics, data management, or business solutions. Having engaged with and sold into business groups (vs. IT and procurement).KRA's will be order booking and realized revenue

Regional sales director – Industrials vertical

For a rapidly growing provider of analytics and business insights solutions, currently \$50 – 100 million in revenue. The role will strategize, pursue and win new clients in the industrials vertical sector for analytics and business insight solution offerings. For the industrials vertical, the company offers a portfolio of solutions for compilation and analytics of structured & unstructured data in AI consulting, supply chain, customer analytics, data engineering and CX management and is investing in platforms to re-leverage for speed and re-usability. **Required experience** - Work experience of 8-18 years with a substantial part of it in technology services. Domain understanding and having pursued business in the industrials or contiguous vertical. Having strategized pursued and grown business in a territory for tech, insight/analytics, data management, or business solutions. Domain understanding of one of supply chain, Customer Analytics, Smart Manufacturing, Digital Transformation, Cloud Data Platforms. Having engaged with and sold into business groups (vs. IT and procurement). KRA's will be order booking and realized revenue

US Midwest or East

To check fitment to this role
[Click here](#)



**Director / AVP
SFDC sales**

For a \$200 – 250 million technology services company. The company is rapidly growing in the USA, is a SFDC premier partner and looking to grow rapidly in that stream of work. It is looking for an entrepreneurial leader who will front-end this effort and scale the market for them. It has in place a very robust inside sales engine to support the field sales in lead generation. The role will focus on selling SFDC implementations / migrations / integrations. This is a dedicated practice with its own go to market arm which works closely with the vertical sales persons. **Required experience** - Pursued and won new business selling SFDC implementations and integration services. Knowledge / experience of the SFDC partner ecosystem and the ability to work with its go to market and partner teams. A history of success with similar size firms (\$100 – 300 mil), building their presence in new markets/prospects and against tier 1 SI's will be an asset. KRA's will be order booking and revenue growth.

US metro city

**To check
fitment
[Click here](#)**

Testing and assurance services

| Position | Summary | Location | Apply or refer |
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Infrastructure and cloud services

| Position | Summary | Location | Apply or refer |
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