



Account manager / Client partner – industry verticals – all services

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

BFSI & Services verticals

Position	Summary	Location	Apply or refer
Client partner (sales) – Financial services vertical	For a \$ 1-1.5 billion tech services company. Pursue new business with an existing client – a US top 5 Universal Bank. This is a very large and longstanding relationship with significant collateral available to build sales momentum on. BFS is the largest vertical for the hiring company, constituting over 60% of revenue. It brings industry solutions across a range of banking processes including enhanced and digital branch experience, customer analytics and personalization, mortgage origination & processing, & digital payments– backed by a complete suite of horizontal offerings in digital, analytics, ADM, BPO and ITO technologies. Required experience - Pursued, & won new business in the banking / financial services vertical in the USA in the recent 3 – 4 years – with a good domain understanding of retail / consumer / commercial banking. Pursued deals of \$10 + million TCV with annual booking of \$8 – 10 million TCV. Demonstrated the ability to compete and win against larger / better branded system integrators. KRA's will be order booking & revenue.	Tampa, FL	To check fitment Click here
Client partner (sales) – Financial services vertical	For a \$ 1-1.5 billion tech services company. Pursue new business with an existing client – a US top 5 Universal Bank. BFS is the largest vertical for the hiring company, constituting over 60% of revenue. In addition to replicable offerings and collateral, it brings industry solutions across a range of banking processes including enhanced and digital branch experience, customer analytics and personalization, mortgage origination & processing, & digital payments– backed by a complete suite of horizontal offerings in digital, analytics, ADM, BPO and ITO technologies. Required experience - Pursued, & won new business in the banking / financial services vertical in the USA in the recent 3 – 4 years – with a good domain understanding of retail / consumer / commercial banking. Pursued deals of \$10 + million TCV with annual booking of \$8 – 10 million TCV. Demonstrated the ability to compete and win against larger / better branded system integrators. KRA's will be order booking & revenue.	Charlotte, NC	To check fitment Click here



Client partner – Services vertical	For a \$5+ billion tech services company. Grow business with a Big 4 consulting company which is a leader in risk management, audit, tax and consulting services. It's a large strategic client with a with digital engagements in the MS and cloud streams of technology. For tax / audit / consulting companies, the hiring company offers solutions in big data analytics & insights combining structured and unstructured data, legacy and cloud modernization, appl dev/maintenance, corporate IT management, and the complete suite of digital, app, and ITO offerings. Required experience -5 + years selling IT services with the recent 2 – 3 selling into the financial services or tax/audit/consulting verticals. Grown an account or territory to a \$6 – 10 million range. Having won consistent business of \$5 – 10 million TCV annually and experience of \$10 million TCV deal size pursuits. KRA's will be order booking, revenue growth & margins.	Atlanta	To check fitment Click here
Client partner – Banking vertical	For a \$5+ billion tech services company. Grow business with World Bank. The current engagement ranges across digital, apps and SAP technologies and growing rapidly in new areas with a global team of 150 + members. The hiring company offers solutions for commercial banking, payments & lending, consumer analytics & digital banking complemented by a complete range of services in digital, analytics, cloud, ADM, BPO and ITO technologies. Required experience - 8+ years in IT services, the recent 2 – 3 selling into the financial services, professional services or contiguous vertical. Having grown an account or territory to \$10 + million and seeded / pursued deals of \$10+ million TCV. Track record of competing and winning against more visible large competitors. Having sold into or delivered to a large multilateral agency like IMF, World bank of a big lender like Fannie / Freddie / top 5 universal bank will be a big plus. KRA's will be order booking, revenue and margins.	Washington DC metro region	To check fitment for this role Click here
Client partners – Insurance vertical	For a \$5+ billion tech services company. The roles will strategize, seed, and grow existing clients in the P&C and L&A insurance verticals. It may be one or more accounts based on the prior experience of the individual. 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	New Jersey Hartford	To check fitment for this role Click here



	<p>the Insurance vertical. Having demonstrated ability to seed proactive solutions and grow business when competing against larger incumbents. Grown an account or territory to \$5+ million. Seeded and pursued deals of \$10 + million TCV. KRA's will be order booking and revenue.</p>		
Client partner – Financial services vertical	<p>For a \$ 5+ billion tech services company. The role will pursue business growth with FIS and FiServ. These are existing relationships and offer considerable upside for growth. For these clients, the company offers the opportunity to grow business in platform development, validation and sustenance. In addition, it can be a go to market SI partner for platform implementations. It has good domain knowledge in commercial banking, payments & lending, consumer analytics & digital banking complemented by a complete range of services in Digital, analytics, ADM, BPO and ITO technologies.</p> <p>Required experience - Pursued & won new business in the financial services vertical in the USA in the recent 3 – 4 years – with a good domain understanding of retail / commercial banking / capital markets. Grown a territory or account to \$10+ million and pursued deals of \$10 + million TCV. Demonstrated track record mapping large clients & seeding new solutions / revenue streams proactively. KRA's will be order booking, revenue and margin.</p>	Atlanta Jacksonville	To check fitment Click here
Client partner – Fintech / payments client	<p>For a NASSCOM top 10 IT services company. The role will engage & grow business with a leading fintech and payments processing company. This is a large and long-standing client with multiple current engagement streams running. The company offers solutions for omnichannel processing, merchant acquisition, payment gateways, & authorization technologies along with a complete suite of digital, analytics, ADM, Infra and BPO solutions –an opportunity to cross sell and grow business. Required experience – Having pursued, won and grown business with payment processing, credit card, lending or fintech clients - selling the full suite of digital, platform dev/test, apps, infra, and BPO services. Engaged with the C suite independently & led a business stream of \$ 40+ million. Positioned and won deals of \$20 + million TCV. KRA's will be order booking, revenue growth and gross margin.</p>	Metro New York region St. Louis	To check fitment Click here

Energy & Utilities



Position	Summary	Location	Apply or refer
Account and regional manager – Services and utilities verticals	<p>For a \$5+ billion tech services company. The role will grow business with a two home improvement companies and also scout for new clients in the region. These are small clients at this time, offering headroom to grow. Domain services include Consumer analytics, customer care, digital and mobile enablement, asset management & optimization, distribution planning, supply chain ranging from planning, process optimization, plant design, industrial & engineering automation, PLM, & complemented by a complete suite of digital, ADM, infrastructure and BPO services.</p> <p>Required experience - 5+ years selling IT solutions in the USA – the recent 2-3 years selling into the services or utilities industries. Having grown an account of territory to \$5 - 10+ million. Seeded and pursued deals of \$5 -10 million TCV or higher. Open to a hybrid role in account grown and new logo pursuits. KRA's will be order booking and revenue.</p>	Atlanta	To check fitment to the role Click here
Client partner – Energy vertical	<p>For a \$5+ billion tech services company. Grow business with Exxon Mobil. The existing revenue is sub \$10 million, offering significant headroom for growth. Domain services include Asset management & optimization, distribution planning, Plant design, Industrial & engineering automation, PLM, & supply chain ranging from planning, process optimization, & data analytics solutions - complemented by a complete suite of digital, ADM, infrastructure and BPO services.</p> <p>Required experience - 8+ years selling IT solutions in the USA – the recent 2-3 years selling into the energy or process industries. Track record of having mapped / and sold into a Fortune 200 company. Having grown an account of territory to \$10+ million. Seeded and pursued large value deals of \$10 + million TCV or higher. KRA's will be order booking and revenue.</p>	Houston	To check fitment for this role Click here
Client partner – Oil & Gas vertical	<p>For a \$5+ billion tech services company. Working for the global client partner / sales leader, the roles will take on independent responsibility of growing business with divisions / locations leading oil and gas majors. Domain services include Asset management & optimization, distribution planning, Plant design, Industrial & engineering automation, PLM, & supply chain ranging from planning, process optimization, & data analytics solutions - complemented by a complete suite of digital, ADM, infrastructure and BPO services. Required</p>	San Ramon, CA	To check fitment to the role Click here



experience - 8+ years selling IT solutions in the USA – the recent 3 – 4 years selling into the energy or process industries. Having grown an account of territory to \$10+ million. Seeded and pursued large value deals of \$10 + million TCV or higher. Track record of having mapped / and sold into a Fortune 200 company. KRA's will be order booking and revenue.

Healthcare & Lifesciences

Position	Summary	Location	Apply or refer
Client partner – Pharma vertical	<p>For a NASSCOM top 20 IT services company. Pursue grow business with J&J. This is a strategic client, already \$20+ million and growing fast. The role will be one of two client partners and tasked with growing into new streams of work. For the pharma / health vertical, the company has solutions for customer engagement management, supply chain optimization, MES, ERP, and inventory management solutions complemented by a full suite of digital, CRM, analytics and ERP offerings. Required Experience - 8+ years' experience in IT services and having sold technology solutions in the pharma or contiguous vertical in the recent 2-3 years. Experience of having sold app modernization, cloud migration and digital transformation themes. Having led a territory or account size of \$ 5+ million and pursued deals of \$10+ million TCV. KRA's will be order booking, margins, and realized revenue. Base compensation will be in the \$ 155 – 170 K range and sales incentives linked to order book, revenue & margin performance</p>	New Jersey	To check fitment to this role Click here

Manufacturing, Aerospace & and Hi-tech

Position	Summary	Location	Apply or refer
Cluster leaders – Hi-tech vertical	<p>For a NASSCOM top 15 IT services company. One role will strategize, pursue and grow business with a cluster of the top names in platform services (e.g., Google, Visa, Facebook) and the other role will lead similar growth in the hardware cluster (e.g., Nvidia,</p>	Silicon Valley Seattle	To check fitment for this role Click here



Broadcom). These are early-stage accounts for the company with MSA's in discussion or just signed and need a high energy leader who can grow the business and then build a team under her/him to scale each account. The company has had significant success winning new clients as well as large TCV deals with client in hi-tech in the last 2 years and looking to build on that momentum. It offers a range of services including content, commerce, digital, CRM, analytics, AD/AM, Oracle apps, BPO & and Cloud / ITO as well as platform validation / sustenance. **Required experience** – Experience of 10+ years selling IT / platform dev / test solutions into a large platform / tech client. A demonstrated experience of scaling accounts from small to large. Having won business against larger, better known brand companies. Experience in building / scaling a team of sales persons will be a plus. KRA's will be order booking and realized revenue.

**Account manager –
Aerospace vertical**

For a NASSCOM top 10 IT services company. Working for the senior client partner, the role will pursue, win and grow business with a top 3 global aerospace company. The hiring company has rich and deep technology solution offerings in the aerospace vertical, including design offerings for mechanical, cabin interior, tool and aerostructure manufacturing 4.0, factory of the future, connected cabin IOT, aftermarket support, warehouse & supply chain - backed by a full suite of horizontal service offerings in ERP, digital & commerce, analytics, digital workplace, & cloud migration. **Required experience** - 5+ years in IT / platform services with a recent track record of selling / growing business in the aerospace or manufacturing vertical. Having scaled an account or territory to \$ 5 + million and pursued deals of \$ 10 + mil TCV. Have insight into or past association with Boeing highly desirable. KRA's will be order booking and realized revenue

Seattle
(preferred) or
US metro city

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

Media and Telecom



Position	Summary	Location	Apply or refer
Client partner – Telecom vertical	<p>For a \$10+ billion tech services company. Pursue new business with AT&T and Direct TV. This is a large existing client with reference able engagements to sell from. This is a highly competitive client with top tier incumbents entrenched. For the CME vertical sector, the company offers a full range of solutions across technology, network, process and customer support. The solution offerings range from industry unique solutions in operations, billing, streaming, customer care backed by a full suite of horizontal service offerings in digital & commerce, analytics, digital workplace, enterprise apps & cloud migration, platform development & IV&V, & product engineering. Required Experience - 10+ years' experience in IT services and having sold technology / business process solutions in the telecom, communications, media verticals in the last 2 – 3 years. Experience of having sold app modernization, streaming, cloud migration and contemporary digital & technology transformation themes. Having seeded proactive solutions and competed / won against large incumbent competition. Having pursued deals of \$10+ million TCV . KRA's will be order booking, margins, and realized revenue</p>	Atlanta Los Angeles Dallas	To check fitment to this role Click here

Retail / CPG / TTH

Position	Summary	Location	Apply or refer
Client partner – Retail vertical	<p>For a \$ 5-6 billion tech services company. The role will pursue and grow business with Kroger. This is a large existing client, with the opportunity to deepen and broaden the relationship to grow business. It is also a competitive account so requires a high energy sales person who can proactively sell, create new opportunities and scale business. Domain solutions offered include store operations, digital operations, intelligent supply chain, personalization, commerce & content - complemented by a complete suite of digital, ADM, infrastructure and BPO services. Required experience - 10+ years selling IT solutions in the USA – the recent 3 – 4 years selling into the retail or CPG vertical sector. Having grown an account of territory to \$10+ million. Seeded and pursued large value deals of</p>	Cincinnati	To check fitment to the role Click here



	<p>\$10 + million TCV or higher. Track record of competing and winning against more visible large competitors. Experience with a grocery chain and / or a peer of Kroger will be a big plus. KRA's will be order booking and revenue.</p>		
Client partner – Travel / transportation vertical	<p>For a \$5+ billion IT services company. Pursue and grow business with Amtrak. This is a large client with a current revenue in excess of \$10 million. The role requires the ability to aggressively seed proactive solutions as the engine for business growth. The hiring company had existing clients among the top 5 logistics companies, railroads and airlines. Domain solutions offered include rail health analytics, signal engineering, system modernization consulting, omnichannel, passenger mobility and analytics - complemented by a complete suite of digital, ADM, infrastructure and BPO services. Required experience - 5+ years selling IT solutions in the USA – the recent 3 – 4 years in growing an account or territory independently. Exposure to the travel / hospitality vertical will be a plus. Having grown an account of territory to \$10+ million. Seeded and pursued large value deals of \$10 + million TCV or higher. Track record of competing and winning against more visible large competitors. KRA's will be order booking, revenue and margins.</p>	Philadelphia Wilmington, DE	To check fitment to the role Click here

Testing and assurance services

Position	Summary	Location	Apply or refer
Client partners – Testing/assurance services	<p>For a \$200 – 250 million specialized assurance and testing services company. Own a cluster of accounts with existing business of \$5+ million with a goal to double this in the next 3 years. The accounts have existing SME and engagement managers to support new pursuits and proposals. The hiring company has a rich portfolio of test advisory & consulting, digital assurance, quality engineering, test engineering, managed services, test automation & testing solutions for digital/agile development. It is growing this portfolio into low / code and cloud / digital offerings. Required experience - 10+ years of experience in IT services with a rich experience selling testing / quality engineering / low code solutions. Experience in black box and white box testing and in new gen methodologies of test engineering and</p>	Atlanta Boston Dallas	To check fitment Click here



testing in agile, Dev/ops environments. Having proactively seeded and won deals of \$5+ million TCV. Experience of having successfully worked with a \$100 – 300 million company will be a plus. KRA's will be solutions identified, proposed and implemented