



## Sales – engineering services

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

### Telecom and media verticals

Position	Summary	Location	Apply or refer
<b>Regional sales – Media / Entertainment verticals</b>	For a \$ 1+ billion US headquartered Platform Engineering / digital services company. The role will pursue new client acquisition in the sector and grow business with one or more small Media, Broadcasting & Publishing companies – selling platform development, 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. <b>Required experience</b> - 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.	Metro New York	<b>To check fitment</b> <a href="#">Click here</a>