



Account manager / Client partner – industry verticals – all services

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

BFSI and services

Position	Summary	Location	Apply or refer
Client partner – Insurance sector	<p>This is with an IT services company \$ 6+ billion in revenue. The role will strategize, seed, and grow an existing client in the reinsurance and wholesale insurance businesses. The existing book of business is in single digits million of annual revenue. The goal is to aggressively grow this to grow into \$ double digit million. For the insurance sector, offerings include solutions to support business underwriting, claims, policy administration, and customer care. In addition, for wealth management offerings on customer analytics, ESG and data management. These are complemented by a complete suite of digital, ADM, infrastructure and BPO services.</p> <p>Required Experience - 8+ years selling IT solutions– the recent 2-3 years into the insurance vertical. Grown an account or territory to \$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.</p>	Metro New York region	To check fitment Click here
Account director – Services vertical	<p>This is with a \$600+ million IT services company. The role will pursue grow business with Conduent. This is a long-standing and a top 10 client of the hiring company with revenues near double digit million. The work being done is build, test and sustain of platforms which Conduent uses to services its clients. The position will also work closely with the delivery partner and pre-sales teams in bid solutioning and lifecycle so a background in technology solutioning or delivery will be an asset. For the services sector, the company has solutions for customer engagement management, e-commerce and payments, analytics, intelligent automation, cloud migrations, application modernization and management, complemented by a full suite of digital offerings. Required Experience - 5+ years' experience in IT services and having sold technology solutions / done account mining for the</p>	Atlanta	To check fitment Click here

	<p>services / accounting / customer care or contiguous vertical in the recent 2-3 years. Experience of having sold platform development, app modernization, commerce, content, personalization, cloud migration and digital transformation themes. Having led a territory or account size of \$ 10+ million and pursued deals of \$5+ million TCV. Understanding of the customer care processes of customer engagement, resolution, payments, accounting, compliance, customer analytics, personalization and reporting will be an asset. Past connect, selling to or delivering to Conduent will be a significant plus. Having led delivery and solutioning of application and digital initiatives will be a plus. KRA's will be order booking, margins, and realized revenue</p>		
<p>Sr. Client partner – Data modernization and tech services – financial services</p>	<p>This is with a tech services company, focused on data modernization and cloud migrations with revenue in the \$70 – 100 million range. The role is to grow a top 3 client of the company with current revenue run rate in excess of \$15 million. The client is in the financial services / payments sector. The expectation from the role is that it brings thought leadership to engage with the client and advise on the future journey in AI, data modernization and technology refresh – while seeding new opportunities to win new business around these themes. The hiring firm is very sharply focused on the Microsoft and Databricks technology stacks and offers solutions for data (ETL, data and BI) modernization, cloud data migration, data quality, governance and application modernization.</p> <p>Required experience - Have led growth of a territory or key account to \$15+ million, in the financial or services sectors. Proactively engaged with the C and V suites to bring thought leadership around data management / modernization, application modernization and future technology strategy – and used this to scale business. Existing relationships with GCP and AWS will be a plus. Successfully worked with a sub \$300 million tech services company and competed / won against the larger SI's. KRA's will be order booking and realized revenue</p>	<p>Atlanta</p>	<p>To check fitment Click here</p>

Energy and Utilities



Position	Summary	Location	Apply or refer
Client partner – Oil and Gas vertical	<p>This is with a \$600+ million IT services company. The role will pursue grow business with a key client of the firm in the energy equipment and supply business. The current run rate is over \$15 million and is a top 10 client for the sector. The book of business includes SAP, AMS and application modernization, and infrastructure support. This will be a P&L role and carry responsibility for executive presence, mapping and growth of the account, and close working with the delivery partner in engagement oversight. For the Oil and Gas sector, the company has solutions for industry 4.0 including connected operations, real time data management, asset management, and pipeline monitoring – backed by a full line of MES, ERP, analytics and infrastructure services. Required Experience - 20 + years' experience in IT services, with a significant part of this in the oil and gas / energy / manufacturing sectors. Recent 5 – 7 years growing business in the oil and gas / energy / industrial sectors and leading a P&L in the range of \$25 million or higher in annual revenue. Hands on delivery experience at scale in the past – ability to work very closely with the delivery partner in engagement oversight. Consistent history of having pursued and won \$20+ million in annual TCV wins and seeded / pursued individual deals of \$20+ million TCV. KRA's will be order booking, margins, and realized revenue.</p>	Houston	To check fitment Click here

Healthcare and lifesciences

Position	Summary	Location	Apply or refer
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Hitech and manufacturing verticals

Position	Summary	Location	Apply or refer
Client partner and regional sales – Hitech sector	<p>This is with a \$600+ million IT services company. The role will pursue grow business with Nvidia and also pursue new clients in the hi-tech sector. This is a recent client for the company, and the goal is to grow it rapidly. Nvidia is a very competitive account with multiple large incumbent vendors. The hire will need to bring very high</p>	Silicon Valley	To check fitment Click here



energy and understanding of the account to identify and win business.

For the tech sector, the solution offerings include customer experience, and analytics, contract lifecycle management, salesforce management, digital marketing, and content management, complemented by a full suite of digital, CRM, analytics and ERP offerings.

Required Experience

10+ years’ experience in IT services and having sold technology solutions in the hi-tech sector in the last 2 – 3 years. Experience of having sold app modernization, cloud migration and digital transformation themes. Having sold to or delivered IT services to Nvidia in the recent 2 – 3 years. Experience of providing oversight to onsite T&M engagements. Having led an account size of \$ 5+ million and pursued deals of \$5+ million TCV KRA’s will be order booking, margins, and realized revenue

Client partner
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Manufacturing vertical

This is with an IT services company \$ 600+ million in revenue. The role will grow business with an existing client and also pursue new clients in the region. The current run rate is in the low single digit millions. 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. **Required experience** – 8 + years in IT services, the recent 2 – 3 years pursuing/winning business with new or existing clients in the manufacturing vertical. Having grown a territory or account to a \$10+ million annual revenue range. Annual win rate of \$2-3 million ACV range with large deal pursuit experience of pursuing deals of \$10 + million TCV. Experience selling domain led digital, ERP, ADM & modernization solutions. Track record of seeing proactive solutions and competing successfully with Tier 1 competitors. KRA’s will be order booking and realized revenue.

Dallas

To check fitment
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Media and Telecom verticals

Position	Summary	Location	Apply or refer
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Client partner – Media sector	<p>This is with a \$600+ million IT services company. The role will pursue grow business with Disney and also pursue new clients in the media sector. The role will provide oversight to the existing work and also actively hunt for new business. The current book of business is in the \$3-5 million range. This is a highly competitive account with large incumbents. The ask is for someone who has sold to or engaged with Disney in the past and can leverage understanding of the account and connects to initiate conversations for new work. For the media and communications sector, the solution offerings include customer experience, and analytics, contract lifecycle management, salesforce management, digital marketing, and content management, complemented by a full suite of digital, CRM, analytics and ERP offerings. Required Experience - 10+ years' experience in IT services and having sold technology solutions in the media, communications or tech verticals in the last 2 – 3 years. Having sold to or engaged with Disney on behalf or an IT services company in the recent 2-3 years. Experience of having sold app modernization, cloud migration and digital transformation themes. Having led an account size of \$ 5 – 10 million and pursued deals of \$5+ million TCV. KRA's will be order booking, margins, and realized revenue</p>	Los Angeles Orlando	To check fitment Click here
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