



Account manager / Client partner – industry verticals – all services

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

BFSI verticals

Position	Summary	Location	Apply or refer
Client partner – P&C Insurance	This is with an IT services company \$ 5+ billion in revenue. The role will strategize, seed, and grow an existing client in the P&C / Commercial lines of insurance. For the insurance sector, offerings include 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 P&C or commercial Insurance vertical. Grown an account or territory to \$8-10 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.	Cincinnati	To check fitment Click here
Client partner – Life and annuities Insurance	This is with an IT services company \$ 5+ billion in revenue. The role will strategize, seed, and grow an existing client in the Life and annuities lines of insurance. For the insurance sector, offerings include 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 Life Insurance or contiguous vertical. Grown an account or territory to \$8-10 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.	Des Moines	To check fitment Click here



Healthcare and Lifesciences verticals

Position	Summary	Location	Apply or refer
Client partner – Healthcare provider vertical	This is with an IT services company \$ 5+ billion in revenue. The role will pursue grow business with Mayo clinic. The goal is to grow is past \$15 million. The hiring company has domain solutions to support remote patient monitoring, drug inventory and supply chain, central ops and command center, telemedicine and virtual care, admissions and billing; complemented by a complete suite of digital, cloud, ADM, infrastructure and BPO services. Required Experience - 10+ years selling IT solutions– the recent 3 – 4 in the healthcare provider / services sector. Having grown a client or territory to \$10+ million. Having worked with a top 10 IT services company in the recent 3-4 years. Seeded and pursued deals of \$10 + million TCV. A track record of growing and winning business against larger incumbents. KRA's will be order booking and revenue.	Minneapolis	To check fitment Click here
Client partner – Healthcare provider vertical	This is with an IT services company \$ 5+ billion in revenue. The role will pursue grow business with BJC Health. The goal is to grow is past \$10 million. The hiring company has domain solutions to support remote patient monitoring, drug inventory and supply chain, central ops and command center, telemedicine and virtual care, admissions and billing; complemented by a complete suite of digital, cloud, ADM, infrastructure and BPO services. Required Experience - 10+ years selling IT solutions– the recent 3 – 4 in the healthcare provider / services sector. Grown a territory or client to \$5+ million. Having worked with a top 10 IT services company in the recent 3-4 years. Seeded and pursued deals of \$5 + million TCV. A track record of growing and winning business against larger incumbents. KRA's will be order booking and revenue.	St. Louis, MO	To check fitment Click here



Hitech and manufacturing verticals

Position	Summary	Location	Apply or refer
Client partner – Microsoft	<p>This is for a \$600 - 700 million tech services company. The role will strategize, identify opportunities and win new business with Microsoft. This is an account with no current revenue so it will be a build from scratch role. The hiring company is seeking someone who understands the Microsoft partner ecosystem, and has connect with one or more buying groups to enable empanelment and early wins. For the Hi-tech & manufacturing vertical sector, the company offers a services suite ranging from product lifecycle management, customer analytics, IOT, & cloud migrations – with a complete range of application modernization offerings. Required experience – 10+ years of IT services experience with the recent 2-3 selling into the hi-tech vertical. Having worked with or sold technology services to Microsoft and an understanding of the partner management group and ecosystem. Track record of successful sales in a highly competitive account of territory through early identification of opportunities & relationship building with prospects. KRA's will be order booking and revenue.</p>	Seattle	To check fitment Click here
Sales Director / AVP– ISV and platform enabled sectors	<p>This is with a \$ 1.5 + billion digital and engineering services company. The role will pursue and win new clients in the platform enabled businesses (e.g. Intuit, Lexis Nexis), ISV's or SaaS companies - selling platform development, IV&V, digital and analytics services. It may also be assigned responsibility to grow an existing account. The hiring company is among the pioneers in “lab for hire” and specializes in platform development, IV&V, modernization, sustenance and analytics – across industries – for any business or industry looking to build software platforms to drive business outcomes. Required experience - 10+ years' sales experience in sales of technology services with the recent 2-3 years selling digital / platform engineering. Having sold into the ISV / platform enabled businesses / media / entertainment / publishing / E-commerce verticals in recent 2 – 3 years. 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.</p>	US Tech hub	To check fitment Click here



Client partner and regional sales – Manufacturing vertical	For a technology services company \$ 600+ million in revenue. The role will scale an existing client and also pursue and win new clients in the manufacturing vertical in the region. 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 – 10 + years in IT services, the recent 2 – 3 years pursuing/winning business with new or existing clients in the manufacturing or contiguous vertical (pharma / hi-tech / CPG). Annual win rate of \$ 4-5 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.	Indianapolis or short commute	To check fitment Click here
Client partner – Hi-tech vertical	For a \$600+ million technology services company. The role will pursue and grow business with HP. This is a longstanding relationship with revenue in double digits. The goal is to scale this and sell the full spectrum of services offered by the hiring company. For the Hi-tech & manufacturing vertical sector, the company offers a services suite ranging from manufacturing and supply chain, product lifecycle management, customer analytics, IOT, & cloud migrations – with a complete range of SAP, Oracle and application modernization offerings –an opportunity to cross sell a range to build on the current footprint. Required experience -10 + years in IT services, the recent 2 – 3 years pursuing/winning business with new or existing clients in the hi-tech vertical. Having grown a territory or client to \$10 million or larger. Annual win rate of \$ 4-5 million ACV range with large deal pursuit experience of pursuing deals of \$10 + million TCV. Experience selling product ERP. Testing, PLM, intelligent manufacturing and customer experience solutions. Track record of seeing proactive solutions and competing successfully with Tier 1 competitors. KRA’s will be order booking and realized revenue.	Houston	To check fitment Click here

Media and telecom verticals



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