



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 – Capital markets vertical	<p>For a \$1 – 1.5 billion tech services company. Grow business with a top 10 US asset, investment, and wealth manager. Financial services are the largest vertical for the hiring company and constitute over 50% of revenue. It has domain expertise and referenceable clients in the vertical, complemented with solutions for trade management, custodial, prime broking, reporting, compliance, analytics and risk control – backed by a full suite of IT and BPO services. The company is actively working on enhancing diversity in its workforce.</p> <p>Required experience - Strategized, led, pursued and won new business/clients in the BFS vertical in the USA in the recent 2 -3 years on behalf of an IT services company with exposure to asset and investment management. Track record of scaling clients or a sales territory to \$10+ million and having pursued deals of \$10+ million TCV. Having sold the spectrum of domain & digital solutions, legacy modernization, and high TCV AMS and ITO deals. KRA's will be order booking and realized revenue.</p>	Metro New York / New Jersey	To check fitment to this role Click here
Client partner (sales) – Financial services vertical	<p>For a \$ 1.5 - 2 billion tech services company. The role will pursue new business with Citibank. This is an emerging client with an opportunity to build. It is also a very competitive account and will require a highly entrepreneurial individual to win against incumbents. 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</p>	Tampa, FL	To check fitment Click here



	larger / better branded system integrators. A past history with Citibank will be a plus. KRA's will be order booking & revenue		
Client partner (sales) – Financial services vertical	For a \$ 1.5-2 billion tech services company. Pursue new business with Bank of America. 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	Washington DC metro region	To check fitment for this role Click here



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 or a big lender like Fannie / Freddie / top 5 universal bank will be a big plus. KRA's will be order booking, revenue and margins.

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 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.

New Jersey
Hartford

To check fitment for this role
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Client partner – Financial services vertical

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. **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

Jacksonville

To check fitment
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proactively. KRA's will be order booking, revenue and margin.

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

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.</p>	New Jersey	To check fitment to this role Click here



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

Manufacturing, Aerospace & and Hi-tech

Position	Summary	Location	Apply or refer
Client partners – Hi-tech vertical	For a \$3-4 billion tech services company. Grow business with existing clients in the tech sector. These are \$8 – 10 million revenue run rate relationships currently with significant headroom to grow. The company has large existing reference able clients and a service portfolio across engineering services, IV&V, digital, and complete AD/AM technologies. Hi-tech is among its largest verticals, contributing to over 20% of company revenue. Required experience – Recent 3 – 4 years selling platform development and validation solutions / digital / IT services to the Hi-tech vertical. Annual bookings of \$3 – 5 million ACV and a track record of crafting/ pursuing deals of \$ 10 + million. Experience of selling into a territory or one or a group of accounts both will work. KRA's will be order booking and realized revenue	Silicon Valley	To check fitment Click here
Client partner – Manufacturing vertical	For a \$500 – 600 million tech services company. Grow business with a cluster of clients in the manufacturing and defense manufacturing industries in the region. For the manufacturing / defense manufacturing 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	Raleigh Charlotte Atlanta	To check fitment to this role Click here



existing clients in the manufacturing or industrials verticals. 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 SAP, Oracle ERP, digital, 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.

Client partners – Manufacturing vertical

For a \$500 -600 million tech services company. The roles will grow business with one or more existing clients. The revenue base is in the \$10 million range with a goal to take it to \$ 15 – 20 million. or 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 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.

Dallas
New Jersey

To check fitment to this role
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Client partner – Hi-tech vertical

For a NASSCOM top 15 IT services company. One role will strategize, pursue and grow business with one or more 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, 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

Silicon Valley
Seattle

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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
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Media and Telecom

Position	Summary	Location	Apply or refer
Client partner – Telecom vertical	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	Atlanta Los Angeles	To check fitment to this



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

Dallas

role
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Retail / CPG / TTH

Position	Summary	Location	Apply or refer
Client partner – Retail vertical	For a \$ 5+ billion tech services company. The role will pursue and grow business with Neiman Marcus and 7/11. The existing revenue run rate is in the \$ 5 – 10 million range with headroom for growth. The role 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 - 5+ 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 \$10 + million TCV or higher. Track record of competing and winning against more visible large competitors. KRA's will be order booking and revenue.	Dallas	To check fitment to the role Click here

