



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 – Insurance vertical	For a \$100 – 150 million tech services company. Pursue and scale business with Liberty Mutual. The current engagement is \$10+ million and the goal is to scale and significantly grow it. Insurance is the largest vertical sector for the company. Its offerings are around the digital suite – led by deep analytics benchmarking and technology offerings clustered around 3 areas – infrastructure management / cloud migration, application modernization, data modernization and insights. In addition to bespoke services, it has invested in its own IP and platforms for analytics and cloud migrations which differentiate it from peers. Required experience – 12 + years of sales experience in IT / digital services selling global project solution. Selling into the insurance vertical in the last 3 – 5 years and familiar with the domain processes. Grew an account or territory to \$25+ million and experience of having pursued deals of \$10+ million TCV. Having sold to or grown business with a large Fortune 500 company. A demonstrated track record of winning against large incumbents. KRA's will be order booking and revenue growth.	Boston	To check fitment Click here
Client partner – Insurance vertical	For a \$5+ billion tech services company. The role 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 \$10+ million. Seeded and pursued deals of \$10 + million TCV. KRA's will be order booking and revenue.	New Jersey	To check fitment Click here



Healthcare & Lifesciences

Position	Summary	Location	Apply or refer
Client partner – Lifesciences vertical	<p>For a \$500 - 600 million IT services company. The role will be responsible for and grow business in the region with clients and new prospects in the med devices and life sciences industries. These are currently modest in size with a potential to grow substantially. For the life sciences sector, the company has solutions for IOT, PLM, portal and connectivity, customer engagement management, supply chain optimization, 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 / done account mining in the life sciences / med devices or contiguous vertical in the recent 2-3 years. Understanding of the domain processes of the industry – drug / device lifecycle, PLM, clinical trials, connectivity, inventory and warehouse management. Experience of having sold connectivity, app modernization, cloud migration and digital transformation themes. Having led a territory or account size of \$ 5 - 10 million and pursued deals of \$10 + million TCV. KRA's will be order booking, margins, and realized revenue.</p>	Minneapolis	To check fitment Click here
Client partner – Lifesciences vertical	<p>For a \$500+ million IT services company. The role will pursue & grow business with a group of accounts in the pharma / life sciences industry. These are the large brands of this industry with a potential to grow substantially. 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 - 10+ years' experience in IT services and having sold technology solutions / done account mining in the pharma / healthcare or contiguous vertical in the recent 2-3 years. Understanding of the pharma domain themes – drug discovery, covigilance, supply chain & distribution. Experience of having sold app modernization, cloud migration and digital transformation themes. Having led a territory or account size of \$ 10+ million and pursued deals of \$10+ million TCV. KRA's will be order booking, margins, and realized revenue.</p>	New Jersey	To check fitment Click here



Client partner – Life sciences vertical	For a \$ 100 – 150 million tech services company. Pursue and scale business with GE Healthcare. The current engagement is sub \$5 million and the goal is to scale and significantly grow it. The company offers services in the digital suite – led by deep analytics benchmarking and technology offerings clustered around 3 areas – infrastructure management / cloud migration, application modernization, data modernization and insights. In addition to bespoke services, it has invested in its own IP and platforms for analytics and cloud migrations which differentiate it from peers. Required experience – 10 + years of sales experience in IT / digital services selling global project solutions. Selling into the med devices / healthcare / pharma or contiguous vertical in the last 3 – 5 years. Grew an account or territory to \$10+ million and experience of having pursued deals of \$5+ million TCV. Having sold to or grown business with one of the businesses of GE and familiar with the vendor management / buying processes. A demonstrated track record of winning against large incumbents. KRA's will be order booking and revenue & margin growth.	Milwaukee	To check fitment Click here
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Manufacturing, Aerospace & and Hi-tech

Position	Summary	Location	Apply or refer
Client partner + regional sales lead – Industrials and Energy verticals	For a \$ 1+ billion US headquartered Platform Engineering / digital services company. The role will pursue and grow business with one or more existing industrials clients and also pursue / win new clients in the region. For the industrials vertical, the company has offerings to enable industry 4.0 migrations which include connectivity, embedded design, warehouse automation, asset management, predictive maintenance, remote diagnostics, field service enablement and supply chain management. Required experience - 7+ years' sales experience in selling digital / platform engineering services with the recent 3 – 4 years selling into the manufacturing / industrials / energy vertical. Proficiency in the manufacturing process chain from supply chain through warranty management. 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	Upper Midwest	To check fitment Click here



	incumbent vendors. KRA's will be order booking and revenue.		
Account manager – Hitech vertical	<p>For a \$200 – 300 million tech services company. Working with the senior client partner, this role will scale business with Microsoft. This is a large, strategic client with a history of successful engagement. The hiring company has a multi-decade 360-degree partnership with Microsoft, is a leading SI of MS Dynamics and has a range of solutions built on the MS platforms. As a Microsoft SI partner it brings a wide range of capabilities around MS platforms ranging from Dynamics through Azure. In addition, it provides full-service capabilities in digital & analytics, ADM, IV&V, and infrastructure management.</p> <p>Required experience – 5+ years of IT services experience with the recent 2-3 selling into the hi-tech vertical. Track record of successful sales in a competitive account of territory through early identification of opportunities & relationship building with prospects. Having worked with or sold technology services to Microsoft will be a plus. KRA's will be order booking and revenue. For the scope of the role, the preferred experience range would be 10 - 20 years (ballpark. Our assessment. Not a client mandate)</p>	Seattle	To check fitment Click here
Client partner – Kyndryl account	<p>For a \$100 – 200 million tech services company. The role will pursue and scale business with Kyndryl – to take on projects, subcontracting and staffing engagements from it. Current revenue offers significant headroom to grow. The main stream of work will be in the infrastructure, cybersecurity, and cloud migration areas. The company offers the complete suite of technology offerings clustered around 3 areas –infrastructure management and cloud migration, application modernization, data modernization and insights. In addition to bespoke services, it has invested in its own IP and platforms for analytics and cloud migrations which differentiate it from peers. Required experience – 12 – 15 years of sales experience in IT / digital services selling global project solutions and the last 3 – 5 years selling in the USA. Good working knowledge of the infrastructure services spectrum of cloud, cybersecurity, data centers, and ops. Someone who has the entrepreneurial zeal to build an account ground up. Having sold to or grown business with a large Fortune 500 company. Experience of selling with an alliance partner / as a co-sell arrangement will be a very big plus. Knowledge / connect in the Kyndryl ecosystem to enable quick connect. KRA's will be order booking and revenue growth.</p>	US metro city	To check fitment Click here



Retail / CPG verticals

Position	Summary	Location	Apply or refer
Account manager – Retail vertical	<p>For a \$ 5+ billion technology services company. Working for the client partner, the role will pursue and grow business with two retail clients – selling the full spectrum of application and infrastructure services. For the retail vertical, domain solutions offered include omnichannel, e-commerce, content & portals, consumer analytics, store operations, digital operations management, intelligent supply chain – backed by a complete suite of digital, ADM, infrastructure and BPO services. Required experience - Successful track record of leading new business development in digital led services in the recent 2-3 years, selling into the retail / CPG vertical. Having grown a territory or client to \$ 3+ million in annual revenue and pursued deals of \$3-5 million TCV. Demonstrated ability to engage with prospects in consultative conversations to understand and outline their digital journey and translate it into technology solutions. KRA's will be order booking and new business revenue.</p>	Dallas	To check fitment Click here
Account manager – Media / Entertainment verticals	<p>For a \$200 – 250 million tech services company (overall \$500+ million). Working for the client partner, the role will pursue and grow business with a Media client – selling digital and analytics services. The company is focused on digital transformation via a range of offerings in analytics, bespoke digital and application development / IV&V, and infrastructure / cloud offerings. In addition, it is invested in Microsoft platform-based system integration with expertise in the MS Dynamics & MS BI / Hybris platforms + has its own IP platforms in niche areas. Required experience - Successful track record of leading new business development in digital led services in the recent 2-3 years, selling into the Media / Entertainment or contiguous services vertical. Having grown a territory of client to \$ 5+ million in annual revenue and pursued deals of \$5+ million TCV. Demonstrated ability to engage with prospects in consultative conversations to understand and outline their digital journey and translate it into technology solutions. A history of success with similar size firms (sub \$ 500 – 600 million),</p>	Metro New York	To check fitment Click here



and being successful competing against larger SI's will be a plus. KRA's will be order booking, and revenue growth.

Telecom / Media verticals

Position	Summary	Location	Apply or refer
Account manager – Media / Entertainment verticals	<p>For a \$200 – 250 million tech services company (overall \$500+ million). Working for the client partner, the role will pursue and grow business with a Media client – selling digital and analytics services. The company is focused on digital transformation via a range of offerings in analytics, bespoke digital and application development / IV&V, and infrastructure / cloud offerings. In addition, it is invested in Microsoft platform-based system integration with expertise in the MS Dynamics & MS BI / Hybris platforms + has its own IP platforms in niche areas. Required experience – 5-10 years of work experience in IT services. Successful track record of leading new business development in digital led services in the recent 2-3 years, selling into the Media / Entertainment or contiguous services vertical. Having grown a territory of client to \$ 3-5 million in annual revenue and pursued deals of \$5+ million TCV. Demonstrated ability to engage with prospects in consultative conversations to understand and outline their digital journey and translate it into technology solutions. A history of success with similar size firms (sub \$ 500 – 600 million), and being successful competing against larger SI's will be a plus. KRA's will be order booking, and revenue growth.</p>	Metro New York	To check fitment Click here