



## Sales – engineering services

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

### Manufacturing vertical

Position	Summary	Location	Apply or refer
<b>Sales director – Engineering services – Automotive vertical</b>	<p>For a \$ 200 – 250 million engineering services company. Pursue, win, and scale business with the Auto OEM and Tier 1 vertical segment– selling platform development, connectivity and IV&amp;V services. Automotive is the largest and growing vertical segment for the company. The company has a demonstrated track record in prototyping and design of exteriors and interiors, driveline, powertrain, and chassis + in car experience including telematics, AR/VR and HMI.</p> <p><b>Required experience</b> - 5+ years' experience in IT/engineering services sales with at least the recent 2-3 selling engineering services. Recent experience selling platform development solutions to the automotive or contiguous industries and connect / understanding of who and what to pursue to enable early productivity. 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>	Detroit Dallas Atlanta	<b>To check fitment to the role</b> <a href="#">Click here</a>

### Pharma & lifesciences verticals

Position	Summary	Location	Apply or refer
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### Telecom and media verticals

Position	Summary	Location	Apply or refer
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