

## SME and Delivery roles – Industry verticals

### BFSI

Position	Summary	Location	Apply or refer
<b>Delivery partners – Insurance vertical</b>	For a \$250 300 million BFSI focused tech services company. The roles will be responsible for delivery oversight over a group of accounts in the local region. They will get engaged right from inception to delivery (RFP, proposal, SOW, identify and setup a team, execute, coordinate and implement the solution), and then be responsible for ensuring delivery excellence, client engagement, demand management, team sizing and ops, and process management / improvement. The role will require 1 – 2 days of travel in a week within the local region to be face to face with delivery teams and clients. <b>Required experience</b> -Having led app services engagements with global teams of 100+ members with Agile Scrum Development model experience. Experience in P&C Insurance – policy, billing, claims, and sales applications and with any Core Insurance systems. Demonstrated history of high levels of CSAT, end to end client engagement, and hands on delivery management. KRA's will be delivery excellence and CSAT	New Jersey New York CT Boston California	<b>To check fitment</b> <a href="#">Click here</a>
<b>Domain solutions and practice directors – P&amp;C Insurance vertical</b>	For a \$250 – 300 million Insurance focused tech services company. The roles will engage with business leaders in Insurance companies to understand their priorities and recommend process + technology options to meet their end goals. They will also work with the sales, technology & account teams to then identify and present proactive proposals for these solutions to grow business. The role will require active travel. The hiring company is a leader in the insurance vertical with deep roots in process areas of billing, customer care, claims, sales/marketing backed with a rich portfolio of technology solutions which span cloud, content, commerce, engagement & analytics, and	New Jersey or North East California	<b>To check fitment</b> <a href="#">Click here</a>



packaged offerings like Guidewire and Duck Creek. **Required experience** – 10+ working in or with the P&C insurance industry. Deep understanding of insurance business processes like claims, billing, customer care and sales. Demonstrated track record of assessing business problems and offering process + technology solutions to them. Led entire consulting life cycle from assessment through proposals, defense & deal closure. KRA's will be solutions identified, proposed and implemented.

### Automotive / aerospace & manufacturing

Position	Summary	Location	Apply or refer
----------	---------	----------	----------------

### Energy and Utilities

Position	Summary	Location	Apply or refer
----------	---------	----------	----------------

### Hi-tech

Position	Summary	Location	Apply or refer
----------	---------	----------	----------------

### Retail / CPG / TTH

Position	Summary	Location	Apply or refer
----------	---------	----------	----------------