



Account manager / Client partner – industry verticals – all services

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

BFSI and services

Position	Summary	Location	Apply or refer
Account manager – Cards / Banking sector	<p>The position is with a \$600+ million technology services company. Working for the client partner, this role will sell into Synchrony. This is a very large and strategic client for the hiring firm. For the BFS vertical sector, the hiring firm offers solutions in omnichannel for retail banking, digital processing of cards, digital lending and leasing, portfolio management and reporting, clearing and settlement, asset management, , governance/risk/compliance and reporting – backed by a full suite of digital, cloud, ADM and infrastructure offerings. Essential - 5+ years of IT services experience and the recent 2- 3 growing business with a financial services client or territory. Experience selling application modernization, cloud migrations, and platform refresh projects. Having grown business to \$5+ million and having proactively seeded digital & IT services deals of \$5 million or larger. Demonstrated ability to compete and win against tier 1 IT services companies in a competitive account. KRA's will be order booking and realized revenue</p>	Stamford, CT	To check fitment Click here

Energy and Utilities

Position	Summary	Location	Apply or refer
Client partner – Oil and Gas vertical	<p>This is with a \$600+ million IT services company. The role will pursue grow business with a key client of the firm in the energy equipment and supply business. The current run rate is over \$15 million and is a top 10 client for the sector. The book of business includes SAP, AMS and application modernization, and infrastructure support. This will be a P&L role and carry responsibility for executive presence, mapping and growth of the account, and close working with the delivery partner in engagement oversight. For the Oil and Gas sector, the</p>	Houston	To check fitment Click here

company has solutions for industry 4.0 including connected operations, real time data management, asset management, and pipeline monitoring – backed by a full line of MES, ERP, analytics and infrastructure services. **Required Experience** - 20 + years' experience in IT services, with a significant part of this in the oil and gas / energy / manufacturing sectors. Recent 5 – 7 years growing business in the oil and gas / energy / industrial sectors and leading a P&L in the range of \$25 million or higher in annual revenue. Hands on delivery experience at scale in the past – ability to work very closely with the delivery partner in engagement oversight. Consistent history of having pursued and won \$20+ million in annual TCV wins and seeded / pursued individual deals of \$20+ million TCV. KRA's will be order booking, margins, and realized revenue.

Account manager– Oil and Gas sector	This is with a \$600 - 700 million IT services company. Working with a senior cluster partner, this role will grow business with a group of accounts. The overall book of business is in the \$1-2 million annual revenue range. This role is seeking a highly driven sales person who can map and pursue business proactively in accounts with large incumbent vendors. For the Oil and Gas sector, the company has solutions for industry 4.0 including connected operations, real time data management, asset management, and pipeline monitoring – backed by a full line of MES, ERP, analytics and infrastructure services. Required Experience - 10 + years' experience in IT services, with a significant part of this in the oil and gas / energy / manufacturing sectors. Recent 3-4 years growing business in the oil and gas / energy / industrial sectors and having grown a book of business to \$7-10 million in annual revenue. History of having won \$5+ million in annual TCV wins and seeded / pursued individual deals of \$5+ million TCV. Understanding of the processes of the energy sector like field service management, asset management, supply chain and industry 4.0 themes. A background in technology delivery will be a plus. KRA's will be order booking, margins, and realized revenue	Houston	To check fitment Click here
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Healthcare and lifesciences

Position	Summary	Location	Apply or refer
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Account director – Medtech sector	<p>For a \$600+ million IT services company. The role will be responsible for and grow business in the region with existing clients and new prospects in the med devices and life sciences industries. For the med devices / life sciences sector, the company has solutions for connectivity & communications, IOT, device portals, customer engagement management, PLM, 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 vertical in the recent 2-3 years. Understanding of the domain processes of the industry –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+ million and pursued deals of \$5 + million TCV. KRA's will be order booking, margins, and realized revenue.</p>	Minneapolis	To check fitment Click here
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Hitech and manufacturing verticals

Position	Summary	Location	Apply or refer
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Media and Telecom verticals

Position	Summary	Location	Apply or refer
Client partner – Media sector	<p>This is with a \$600+ million IT services company. The role will pursue grow business with Disney and also pursue new clients in the media sector. The role will provide oversight to the existing work and also actively hunt for new business. The current book of business is in the \$3-5 million range. This is a highly competitive account with large incumbents. The ask is for someone who has sold to or engaged with Disney in the past and can leverage understanding of the account and connects to initiate conversations for new work. For the media and communications sector, the solution offerings include customer experience, and analytics, contract lifecycle management, salesforce management, digital</p>	Los Angeles Orlando	To check fitment Click here



marketing, and content management, 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 in the media, communications or tech verticals in the last 2 – 3 years. Having sold to or engaged with Disney on behalf or an IT services company in the recent 2-3 years. Experience of having sold app modernization, cloud migration and digital transformation themes. Having led an account size of \$ 5 – 10 million and pursued deals of \$5+ million TCV. KRA's will be order booking, margins, and realized revenue