



Sales positions – industry verticals – hunting new business

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

Regional and cross vertical roles

Position	Summary	Location	Apply or refer
Regional sales – Digital services	For a technology services company, \$200 – 250 million in revenue. The company is rapidly growing in the USA and looking to expand its sales footprint across all regions in the country. Working for the regional head of East, the role will pursue new accounts, scale them post-acquisition, and also grow identified existing customers. Prominent services are horizontal offerings in DevOps, agile transformation, data & AI, low code development, SFDC and platform dev/test. The organization has in place a very good inside sales engine to support the field sales in lead generation. Required experience - Successful track record of winning new clients and growing business for contemporary IT services – digital, data, and SaaS based solutions like SFDC and cloud migrations. Demonstrated ability to engage with prospects in consultative conversations to understand and outline their digital journey. Having built a new territory / region, with limited handholding. A history of success with similar size firms (\$100 – 300 mil), building their presence in new markets/prospects and against tier 1 SI's will be an asset. KRA's will be order booking and revenue	New Jersey Boston	To check fitment Click here
Regional sales director / AVP	For a \$200 – 250 million tech services company. Pursue new business for digital, analytics and MS Dynamics led solutions in the local region. The company is very focused on digital transformation anchored by platform-based system integration. It has deep expertise in the MS Dynamics & MS BI / Hybris platforms + has its own IP platforms in niche areas. The go to market focus is to sell a combination of license & services. Focus verticals are Transportation, Retail, CG, & Distribution. Required experience - Successful track record of leading new business development in digital led services & IP licenses, focusing on the hi-tech, retail/CG/distribution/manufacturing industries. Demonstrated ability to engage with prospects in consultative conversations to understand and outline their digital journey. Having sold the Microsoft suite of ERP + BI solutions or similar will be a plus. A history of	US South East Silicon Valley	To check fitment Click here



success with similar size firms (\$100 – 400 mil), building their presence in new markets/prospects and against tier 1 SI's will be an asset

Regional sales manager	<p>For a \$ 100 – 150 million tech services company. Pursue and win new clients for application services in the manufacturing / retail / CG verticals. The hiring company is focused on application services, catering to the enterprise verticals of manufacturing, retail, consumer and financial services verticals. Given the size of the company, it is seeking entrepreneurial sales persons who can build local markets through a combination of their own outreach and leveraging inside sales and event participation. Services offered by the company include SAP / Oracle / SAP implementations, bespoke application development, modernization, testing and integrations.</p> <p>Required experience - Pursued and won new business selling ERP / digital / application dev & test services. Demonstrated the ability to build a new territory through a combination of self-driven outreach, inside sales and event participation. Won annual new business wins of \$2+ million in realized revenue. A history of success with similar size firms in the recent past (sub \$100 - 500 million), building their presence in new markets/prospects will be an asset. KRA's will be order booking and revenue growth.</p>	<p>Dallas Phoenix Denver Salt Lake City</p>	<p>To check fitment Click here</p>
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BFSI

Position	Summary	Location	Apply or refer
<p>Regional sales director / AVP – BFSI verticals</p>	<p>For a \$5+ billion tech services company. The role will pursue and win new clients & business in the financial services and fintech vertical sectors in the Silicon Valley region. The company brings very deep expertise in tech platform development, IV&V and sustenance which are the dominant technology themes as most financial institutions craft their path to digital. Domain solutions offered include retirement & pension planning, wealth & asset management, payments, risk & compliance, reference data management & underwriting, bank in a box (Temenos, FIS), & customer acquisition and care.</p> <p>Required Experience - 5+ years in the IT services industry with the recent 2 – 3 years selling technology solutions</p>	<p>Silicon Valley</p>	<p>To check fitment Click here</p>



(products or services) into the financial services vertical sector. Having won new clients in the vertical sector with potential of \$10+ million ACV. Seeded and pursued large value deals of \$5 + million TCV or higher. Track record of competing and winning against more visible large competitors. A contact network in the vertical which can be leveraged for early business conversations will be a significant asset. KRA's will be order booking and revenue.

**Sales director
/ AVP –
Banking
vertical**

For a US headquartered IT services company with revenue in the \$ 300+ million. The role will pursue new client & business wins in the banking vertical in the region. The hiring firm has significant presence in the insurance vertical and growing well in the BFS verticals, bringing expertise in assurance services, cloud migrations, data/analytics and communication services.
Required experience - 5+ years selling IT solutions in the USA – the recent 2 -3 years selling into the financial services vertical or having portable skills. Ability to strategize a territory and then pursue & win new clients. Seeded and pursued deals of \$5+million TCV. KRA's will be order booking and revenue.

New Jersey

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