



## 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
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### Energy and Utilities

Position	Summary	Location	Apply or refer
<b>Client partner – Oil and Gas vertical</b>	<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&amp;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 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. <b>Required Experience</b> - 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&amp;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.</p>	Houston	<b>To check fitment</b> <a href="#">Click here</a>

### Healthcare and lifesciences

Position	Summary	Location	Apply or refer
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## Hitech and manufacturing verticals

Position	Summary	Location	Apply or refer
<b>Sales director / Sr. Director – Hitech / Semiconductor sector</b>	<p>The position is with an IT an engineering services company - \$6+ billion in revenue. The role will pursue and win new clients in the semiconductor sector. It may also get assigned an existing account to grow. In the hi-tech vertical, solutions offered in SOC design, chip to cloud, supply chain management, hardware development, software product and platform development, sustenance, and validation. Complementing these, a complete suite of offerings for digital engagement, corporate apps, mobility, &amp; analytics, CRM, ERP and IMS. <b>Required experience</b> – 10+ years in IT / engineering services with a recent track record of selling / growing business in the hi-tech vertical, with focus on the semiconductor sector. Having scaled an account or territory to \$ 5 - 7 million and pursued deals of \$ 10 + mil TCV. A past network with the semiconductor industry which will enable early conversations will be a significant asset. KRA's will be order booking and realized revenue.</p>	Silicon Valley	<b>To check fitment</b> <a href="#">Click here</a>
<b>Client partner – Manufacturing vertical</b>	<p>This is with an IT services company \$ 600+ million in revenue. The role will grow business with an existing client and also pursue new clients in the region. The current run rate is in the low single digit millions. For the manufacturing vertical sector, the company has strong reference clients and offers a rich suite of offerings ranging from IOT, MES, supply chain, PLM – with a complete range of SAP, Oracle Apps, digital analytics and infrastructure offerings –an opportunity to cross sell a range to build on the current footprint. <b>Required experience</b> – 8 + years in IT services, the recent 2 – 3 years pursuing/winning business with new or existing clients in the manufacturing vertical. Having grown a territory or account to a \$10+ million annual revenue range. Annual win rate of \$2-3 million ACV range with large deal pursuit experience of pursuing deals of \$10 + million TCV. Experience selling domain led digital, ERP, ADM &amp; modernization solutions. Track record of seeing proactive solutions and competing successfully with Tier 1 competitors. KRA's will be order booking and realized revenue.</p>	Dallas	<b>To check fitment</b> <a href="#">Click here</a>



## Media and Telecom verticals

Position	Summary	Location	Apply or refer
<b>Client partner – Media sector</b>	<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 marketing, and content management, complemented by a full suite of digital, CRM, analytics and ERP offerings. <b>Required Experience</b> - 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</p>	Los Angeles  Orlando	<b>To check fitment</b> <a href="#">Click here</a>