



## Sales – software and digital engineering services

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

### Pharma and healthcare vertical

Position	Summary	Location	Apply or refer
<b>Sales Director – Pharma sector</b>	<p>This is with a \$500- 600 million IT services company, focused on software engineering and modernization. The role will pursue &amp; win new clients in the pharma and lifesciences sector. For the pharma sector some of the areas the company has development experience include adaptive clinical trial management, compliance monitoring, regulatory engagement and review, product lifecycle management, and adaptive production design.</p> <p><b>Required Experience</b> - 10+ years' experience in IT services and having sold technology solutions / won new clients in the pharma vertical in the recent 2-3 years. Experience in software modernization, custom dev/test and data management will get more weightage. Understanding of the pharma domain themes – drug discovery, covigilance, supply chain &amp; distribution. Experience of having sold app modernization, cloud migration and digital transformation themes. Having booked \$2-3 million ACV in recent years and pursued deals of \$5+ million TCV.KRA's will be order booking, margins, and realized revenue</p>	US Upper East	<b>To check fitment</b> <a href="#">Click here</a>