



Business leadership and corporate roles

Oil and Gas and manufacturing sectors

Position	Summary	Location	Apply or refer
Cluster and sales leader – Oil and Gas sector	This is with a \$600+ million IT services company. As a team leader, the role will lead a sub sector in oil and gas which includes a key client of the firm, a few small clients and also new logo hunting. The existing book of business is in the \$20 million range. 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 cluster, new logo hunting and making the team productive and successful. 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 - 15 + 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 sectors and leading a P&L in the range of \$25 million or higher in annual revenue. Team leader experience of having groomed account managers and also led new logo pursuits. Experience of delivery oversight, two in a box, ability to work very closely with the delivery partner in engagement governance. Consistent history of having pursued and won \$10+ million in annual TCV wins and seeded / pursued individual deals of \$10+ million TCV. KRA's will be order booking, realized revenue and margins.	Houston	To check fitment Click here

Cross company go to market positions

Position	Summary	Location	Apply or refer
Alliance Lead	This is for a technology services company, \$75+ million in revenue focused on data engineering and AI. The role will be responsible for creating visibility and traction for the company with its alliance partners - specifically Databricks and Microsoft. It will be responsible for building engagement with the partner alliances teams,	Seattle preferred	To check fitment Click here



map their offerings, work with the in—house sales and client sales teams and drive business growth. It will oversee enterprise pipeline of partner-specific opportunities and focus on forecasting, enablement, and performance management resulting in increase in partner-generated revenue. Create marketing plan/agenda, collateral development, and fund utilization plan with 'regional marketing'; track execution & effectiveness KPIs. **Required experience**

10+ years' experience in business roles in the IT services industry with 3 – 4 years in alliances and partner management in IT services - with a past relationship with MS. Databricks a big plus. Having carried a partner led topline quota of annual bookings. Having worked closely with partner sales and partner management teams to create joint go to market, marketing and innovation programs. Demonstrated experience of having worked with matrix sales teams to strategize, pursue and win business for partner led offerings. KRA's will be order booking and realized revenue.