



Sales – engineering services

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

Manufacturing vertical

Position	Summary	Location	Apply or refer
Sales director / AVP – Engineering services – Auto vertical	For a NASSCOM top 10 IT services company. Pursue / win business for engineering services with automotive Tier 1's and OEM's. Some of these are existing clients with signed MSA's but low business in engineering services, hence providing an opportunity to scale business. The company has a very rich pedigree in manufacturing & automotive and offers a complete range of engineering / design solutions in auto design, telematics, CAE/CAD and body electronics. Required experience -Having sold engineering solutions to the discrete manufacturing vertical, preferably automotive and ability initiate and take 1 st /2 nd level meetings. Independently pursued and won \$ 3 – 4 million in ACV revenue. Industry connects which will facilitate connect and early conversations with potential customers will be a plus. KRA's will be order booking and revenue.	Detroit	To check fitment to the role Click here

Pharma & lifesciences verticals

Position	Summary	Location	Apply or refer
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Telecom and media verticals

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