



Business leadership and corporate roles

BFSI

Position	Summary	Location	Apply or refer
Senior client partner – Insurance (Annuities & retiral) client	<p>This is with an IT services company \$ 5+ billion in revenue. The role will strategize, seed, and grow an existing client – Jackson National – a leader in annuities and investment products. This is a large client (\$50+ million) and the goal is to significantly increase business. For the insurance sector, offerings include solutions to support business customer care and distribution, underwriting, claims, policy administration, and customer care; complemented by a complete suite of digital, ADM, infrastructure and BPO services. Required Experience - 8+ years selling IT solutions– the recent 2-3 years into the life insurance of contiguous vertical. Grown an account or territory to \$35+ million. Seeded and pursued deals of \$10+ million TCV. Having demonstrated ability to seed proactive solutions and grow business when competing against larger brands. Led business growth in the insurance / FS vertical groups of one of the leading global outsourcers – Accenture / TCS / Cognizant / Infosys / Wipro / LTIMindtree in the recent 3 – 5 years. KRA’s will be order booking and revenue.</p>	Detroit, MI	To check fitment Click here