



Sales positions – industry verticals – hunting new business

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

Regional sales

Position	Summary	Location	Apply or refer
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BFSI

Position	Summary	Location	Apply or refer
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Energy and Utilities

Position	Summary	Location	Apply or refer
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Healthcare and Pharma

Position	Summary	Location	Apply or refer
Sales AVP or higher – Health payer sector	This is for a \$5+ billion technology services company. The role will pursue and win new clients in the Healthcare payer sector in the region. The hiring firm offers domain solutions for provider network management, cost of care estimation, customer care and billing, analytics of cost of care and patient management. Complementing this is a range of legacy modernization, digital, analytics, app, BPO, & infra services. Required experience - 10+ years in IT services, the last 2 – 3 selling IT services to the pharma / lifesciences vertical sector. Having won annual business of \$3 – 4 million ACV and experience of pursuits of a TCV of \$ 10 + million. A network with pharma companies which will enable early conversations. Having sold into the pharma sector on behalf of a top 15 IT services company (Revenue >\$1 billion). Tenure with employer(s) of at least 4 – 5 year stretches. KRA's will be order booking and revenue growth.	US East US Midwest	To check fitment Click here



Manufacturing and hi-tech

Position	Summary	Location	Apply or refer
Sales Director / AVP– ISV and platform enabled sectors	<p>This is with a \$ 1.5 + billion digital and engineering services company. The role will pursue and win new clients in the platform enabled businesses (e.g. Intuit, Lexis Nexis), ISV's or SaaS companies - selling platform development, IV&V, digital and analytics services. It may also be assigned responsibility to grow an existing account. The hiring company is among the pioneers in “lab for hire” and specializes in platform development, IV&V, modernization, sustenance and analytics – across industries – for any business or industry looking to build software platforms to drive business outcomes.</p> <p>Required experience - 10+ years’ sales experience in sales of technology services with the recent 2-3 years selling digital / platform engineering. Having sold into the ISV / platform enabled businesses / media / entertainment / publishing / E-commerce verticals in recent 2 – 3 years. Having grown a territory / account to \$5+ million and having pursued deals of \$10+ million TCV. Demonstrated ability to identify and craft deals for new business in accounts with large incumbent vendors. KRA's will be order booking and revenue.</p>	Silicon Valley Metro New York	To check fitment Click here

Media/Entertainment and telecom verticals

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