



## Account manager / Client partner – industry verticals – all services

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

### BFSI and services

Position	Summary	Location	Apply or refer
<b>Account manager – Cards / Banking sector</b>	<p>The position is with a \$600+ million technology services company. Working for the client partner, this role will sell into Synchrony. This is a very large and strategic client for the hiring firm. For the BFS vertical sector, the hiring firm offers solutions in omnichannel for retail banking, digital processing of cards, digital lending and leasing, portfolio management and reporting, clearing and settlement, asset management, , governance/risk/compliance and reporting – backed by a full suite of digital, cloud, ADM and infrastructure offerings. <b>Essential</b> - 5+ years of IT services experience and the recent 2- 3 growing business with a financial services client or territory. Experience selling application modernization, cloud migrations, and platform refresh projects. Having grown business to \$5+ million and having proactively seeded digital &amp; IT services deals of \$5 million or larger. Demonstrated ability to compete and win against tier 1 IT services companies in a competitive account. KRA's will be order booking and realized revenue</p>	Atlanta	<b>To check fitment</b> <a href="#">Click here</a>

### Energy and Utilities

Position	Summary	Location	Apply or refer
<b>Sr. Client partner – Oil and Gas sector</b>	<p>The position is with an IT/BPO services company – \$ 6+ billion in revenues. The role will pursue business growth with a leading mid-stream oil sector company. The current engagement is in large, over \$20 million with a goal of doubling it in the next 5 years. The company offers domain solutions in seismic, drilling, safety, and engineering data, operations monitoring, asset management, supply chain and distribution management. These are complemented by a range of services in Digital, analytics, ADM, BPO and ITO</p>	Houston	<b>To check fitment</b> <a href="#">Click here</a>

technologies. **Required experience** - 15+ years of experience in IT services with the last 3 – 4 growing business in the Oil and gas or contiguous vertical. Very good understanding of the oil and gas sector processes including transportation, storage, asset management, monitoring, proactive maintenance. Having grown a territory or client to a \$ 35+ million revenue range and experience of having sold deals of greater than \$10 million TCV. Demonstrated track record mapping large clients & seeding new solutions / revenue streams proactively. KRA's will be revenue & gross profit growth..

<b>Sr. Client partner – Oil and Gas vertical</b>	<p>This is with a \$600+ million IT services company. The role will pursue grow business with a key client of the firm, and a long standing one. The current run rate is over \$25 million and is a top 10 client for the company. The book of business includes SAP, AMS and application modernization, and infrastructure support. This will be a P&amp;L role and carry responsibility for executive presence, mapping and growth of the account, and close working with the delivery partner in engagement oversight. 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. <b>Required Experience</b> - 20 + 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 / industrial sectors and leading a P&amp;L in the range of \$25 million or higher in annual revenue. Hands on delivery experience at scale in the past – ability to work very closely with the delivery partner in engagement oversight. Consistent history of having pursued and won \$20+ million in annual TCV wins and seeded / pursued individual deals of \$20+ million TCV. KRA's will be order booking, margins, and realized revenue.</p>	Houston	<b>To check fitment</b> <a href="#">Click here</a>
<b>Client partner – Oil and Gas sector</b>	<p>This is with a \$600 - 700 million IT services company. Working with a senior cluster partner, this role will grow business with a group of accounts. The overall book of business is in the \$5 million annual revenue range and individual business in each account is in the \$1-2 million with headroom to grow. This role is seeking a highly driven sales person who can map and pursue business proactively in accounts with large incumbent vendors. For the Oil and Gas sector, the company has solutions</p>	Houston	<b>To check fitment</b> <a href="#">Click here</a>

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** - 10 + years' experience in IT services, with a significant part of this in the oil and gas / energy / manufacturing sectors. Recent 3-4 years growing business in the oil and gas / energy / industrial sectors and having grown a book of business to \$7-10 million in annual revenue. History of having won \$5+ million in annual TCV wins and seeded / pursued individual deals of \$5+ million TCV. Understanding of the processes of the energy sector like field service management, asset management, supply chain and industry 4.0 themes. A background in technology delivery will be a plus. KRA's will be order booking, margins, and realized revenue

## Healthcare and lifesciences

Position	Summary	Location	Apply or refer
Account director – Medtech sector	<p>For a \$600+ million IT services company. The role will be responsible for and grow business in the region with existing clients and new prospects in the med devices and life sciences industries. For the med devices / life sciences sector, the company has solutions for connectivity &amp; communications, IOT, device portals, customer engagement management, PLM, supply chain optimization, and inventory management solutions complemented by a full suite of digital, CRM, analytics and ERP offerings. <b>Required Experience</b> - 8+ years' experience in IT services and having sold technology solutions / done account mining in the life sciences / med devices vertical in the recent 2-3 years. Understanding of the domain processes of the industry –device lifecycle, PLM, clinical trials, connectivity, inventory and warehouse management. Experience of having sold connectivity, app modernization, cloud migration and digital transformation themes. Having led a territory or account size of \$ 5+ million and pursued deals of \$5 + million TCV. KRA's will be order booking, margins, and realized revenue.</p>	Minneapolis	<a href="#">To check fitment</a> <a href="#">Click here</a>

## Hitech and manufacturing verticals

Position	Summary	Location	Apply or refer
<b>Client partner</b> – <b>Manufacturing vertical</b>	<p>This is with an IT services company \$ 600+ million in revenue. The roles will grow business with Paccar. The revenue base is in the \$4-6 million range with a goal to take it to \$ 10+ million. For the manufacturing vertical sector, the company has strong reference clients and offers a rich suite of offerings ranging from IOT, MES, supply chain, PLM – with a complete range of SAP, Oracle Apps, digital analytics and infrastructure offerings –an opportunity to cross sell a range to build on the current footprint. <b>Required experience</b> – 8 + years in IT services, the recent 2 – 3 years pursuing/winning business with new or existing clients in the manufacturing vertical. Having grown a territory or account to a \$10+ million annual revenue range. Annual win rate of \$2-3 million ACV range with large deal pursuit experience of pursuing deals of \$10 + million TCV. Experience selling domain led digital, ERP, ADM &amp; modernization solutions. Track record of seeing proactive solutions and competing successfully with Tier 1 competitors. KRA's will be order booking and realized revenue.</p>	Minneapolis	<a href="#">To check fitment</a> <a href="#">Click here</a>
<b>Client partner</b> – <b>Manufacturing vertical</b>	<p>This is with an IT services company \$ 600+ million in revenue. The roles will grow business with Paccar. The revenue base is in the 6 - \$10 million range with a goal to take it to \$ 15 – 20 million. For the manufacturing vertical sector, the company has strong reference clients and offers a rich suite of offerings ranging from IOT, MES, supply chain, PLM – with a complete range of SAP, Oracle Apps, digital analytics and infrastructure offerings –an opportunity to cross sell a range to build on the current footprint. <b>Required experience</b> – 8 + years in IT services, the recent 2 – 3 years pursuing/winning business with new or existing clients in the manufacturing vertical. Having grown a territory or account to a \$10 – 15 million annual revenue range. Annual win rate of \$2-3 million ACV range with large deal pursuit experience of pursuing deals of \$10 + million TCV. Experience selling domain led digital, ERP, ADM &amp; modernization solutions. Track record of seeing proactive solutions and competing successfully with Tier 1 competitors. KRA's will be order booking and realized revenue.</p>	Seattle	<a href="#">To check fitment</a> <a href="#">Click here</a>
<b>Client partner and regional</b>	<p>This is with a \$600+ million IT services company. The role will pursue grow business with Nvidia and also pursue new clients in the hi-tech sector. This is a recent</p>	Silicon Valley	<a href="#">To check fitment</a> <a href="#">Click here</a>

<b>sales – Hitech sector</b>	<p>client for the company, and the goal is to grow it rapidly. Nvidia is a very competitive account with multiple large incumbent vendors. The hire will need to bring very high energy and understanding of the account to identify and win business.</p> <p>For the tech sector, the solution offerings include customer experience, and analytics, contract lifecycle management, salesforce management, digital marketing, and content management, complemented by a full suite of digital, CRM, analytics and ERP offerings.</p> <p><b>Required Experience</b></p> <p>10+ years' experience in IT services and having sold technology solutions in the hi-tech sector in the last 2 – 3 years. Experience of having sold app modernization, cloud migration and digital transformation themes.</p> <p>Having sold to or delivered IT services to Nvidia in the recent 2 – 3 years. Experience of providing oversight to onsite T&amp;M engagements. Having led an account size of \$ 5+ million and pursued deals of \$5+ million TCV</p> <p>KRA's will be order booking, margins, and realized revenue</p>
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## Media and Telecom verticals

Position	Summary	Location	Apply or refer
<b>Client partner – Media sector</b>	<p>This is with a \$600+ million IT services company. The role will pursue grow business with Disney and also pursue new clients in the media sector. The role will provide oversight to the existing work and also actively hunt for new business. The current book of business is in the \$3-5 million range. This is a highly competitive account with large incumbents. The ask is for someone who has sold to or engaged with Disney in the past and can leverage understanding of the account and connects to initiate conversations for new work. For the media and communications sector, the solution offerings include customer experience, and analytics, contract lifecycle management, salesforce management, digital marketing, and content management, complemented by a full suite of digital, CRM, analytics and ERP offerings. <b>Required Experience</b> - 10+ years' experience in IT services and having sold technology solutions in the media, communications or tech verticals in the last 2 – 3 years. Having sold to or engaged with Disney on behalf or an IT services company in the recent 2-3 years.</p>	Los Angeles Orlando	<a href="#">To check fitment</a> <a href="#">Click here</a>



Experience of having sold app modernization, cloud migration and digital transformation themes. Having led an account size of \$ 5 – 10 million and pursued deals of \$5+ million TCV. KRA's will be order booking, margins, and realized revenue