



Sales positions – industry verticals – hunting new business

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

Banking and financial services

Position	Summary	Location	Apply or refer
Sales director / AVP – Cards and payments sector	The position is with a \$600+ million technology services company. The role will pursue and win new clients in the cards and payments industry. The company has a large and reference client in this industry. For this sector, the hiring firm offers solutions in digital processing of cards, digital lending and leasing, portfolio management and reporting, clearing and settlement, omnichannel for retail banking, governance/risk/compliance and reporting – backed by a full suite of digital, cloud, ADM and infrastructure offerings. Required experience - 5+ years of IT services experience and the recent 2- 3 pursuing and winning new clients in the payments/cards/retail banking sectors. Having grown business to \$5+ million and having proactively seeded digital & IT services deals of \$5 million or larger. Demonstrated ability to compete and win against tier 1 IT services companies. KRA's will be order booking and realized revenue	US Upper East or Chicago	To check fitment Click here

Energy and Utilities

Position	Summary	Location	Apply or refer
AVP / VP – New business (hunting) – Energy sector	This is with a \$600 - 700 million IT services company. The role will identify, pursue and win new clients in the oil and gas and surround sectors – leveraging past experience and C level connect. It is expected that the incumbent will come with significant relationships so as to hit the ground running. 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 3-4 years winning new business in the oil and gas / energy / industrial sectors and demonstrated wins of \$10+ million	Any location	To check fitment Click here



in annual bookings from new clients. Experience of having seeded and pursued deals of \$10 – 15 million TCV. The ability to demonstrate a history and network of connects in the O&G and supporting industries and a clear territory plan to achieving annual booking in the \$10 million TCV range in year 1. Understanding of the processes of the energy sector like field service management, asset management, supply chain and industry 4.0 themes. KRA's will be order booking, margins, and realized revenue

Healthcare and lifesciences

Position	Summary	Location	Apply or refer
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Hitech and manufacturing

Position	Summary	Location	Apply or refer
Client partner and regional sales – Hitech sector	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 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. 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. Required Experience - 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. Having sold to or delivered IT services to Nvidia in the recent 2 – 3 years. Experience of providing oversight to onsite T&M engagements. Having led an account size of \$ 5+ million and pursued deals of \$5+ million TCV. KRA's will be order booking, margins, and realized revenue	Silicon Valley	To check fitment Click here
Sales director / Senior	This is with an IT services company \$ 600+ million in revenue. The role will Identify / pursue and win new	US East US Midwest	To check fitment



**director –
Manufacturing
sector**

clients in the manufacturing sector. 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. **Required experience** – 8 + years in IT services, the recent 2 – 3 years pursuing/winning business with new clients in the manufacturing vertical. Having grown a territory or account to a \$5+ million annual revenue range or higher. Annual win rate of \$2-3 million ACV range with large deal pursuit experience of pursuing deals of \$5 + million TCV. Experience selling domain led digital, ERP, ADM & modernization solutions. Track record of seeing proactive solutions and competing successfully with Tier 1 competitors. KRA's will be order booking and realized revenue.

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