



Sales positions – industry verticals – hunting new business

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

BFSI

Position	Summary	Location	Apply or refer
Sales director / AVP – L&A insurance sector	<p>This with a growing \$ 250 - 300 million US headquartered IT services company focused on the BFSI verticals. It is a known name in the insurance sector. The role will pursue and win new clients in the L&A insurance vertical. Focus on the top 20 insurers which have potential to grow business to \$10+ million. The company has a very good reference able base of existing clients in insurance and offers solutions for Bureau rating, client analytics, and client digital engagement in addition to modernization of application platforms, next generation application assurance, migrations to cloud, and package solutions.</p> <p>Required experience - Having pursued and won new clients (focusing on the top 20 insurers) in the L&A Insurance vertical for IT solutions. Association and network with insurers in the local market to enable early productivity. Proficiency in the L&A sector processes of customer care, claims, annuity management, billing. Pursued and scaled a territory for application development and modernization services to \$5+ million and experience of having pursued deals of \$5+ million TCV. KRA's will order booking & revenue generated.</p>	NJ MA CT	To check fitment Click here

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 – Pharma sector	<p>This is for a \$5+ billion technology services company. The role will pursue and win new clients in the Pharma & Lifesciences sector in the region. The company offers domain solutions in pre-clinical and clinical IT application implementation, analytics, workflow and regulatory</p>	US East US Midwest	To check fitment Click here



submittals. In addition, its technology implementation solutions cover the process chain from product lifecycle management, salesforce enablement, customer care, manufacturing & supply chain. **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.

Sales AVP – 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 health payer vertical sector. Having won annual business of \$3 – 4 million ACV and experience of pursuits of a TCV of \$ 10 + million. A network with health payers which will enable early conversations. Having sold into the health payer 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
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Manufacturing and hi-tech

Position	Summary	Location	Apply or refer
Sales Director / AVP– ISV and platform enabled sectors	This with a growing platform engineering company with revenue of \$50 – 75 million. The company is rapidly growing and looking to expand its sales footprint in new gen digital and platform development, selling to ISV's in the \$10 – 100 million revenue range. The hiring form organizes a lot of marketing events. The person will need to filter from long leads and then shortlist and pursue to get meetings and further the sales cycle. There is a lot of top of the funnel and middle of the funnel work. It's a	US tech hub location	To check fitment Click here



high volume and high travel role. Offerings include Software engineering, Cloud development, Devops, software testing, and UI/UX. Their successes have been with small ISV's supporting the retail, restaurant, ISV and Fintech industries. **Required experience** - Successful track record of winning new business & clients for platform development services – digital, platform development, validation and sustenance to the small ISV's - \$200 million and smaller. Demonstrated ability to handle a high volume of prospects, pursue them, shortlist and then pursue for business. Having built a new territory / region, with limited handholding. A history of success with similar size firms (\$50 – 300 mil), building their presence in new markets/prospects and against tier 1 SI's. KRA's will be order booking and revenue.

Media/Entertainment and telecom verticals

Position	Summary	Location	Apply or refer
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