



Business leadership and corporate roles

Cross verticals

Position	Summary	Location	Apply or refer
VP Sales – Private Equity channel	<p>For a US headquartered engineering and digital services company, revenue of \$1 – 1.5 billion. Individually engage and also lead a team to pursue private equity companies, build a pipeline of prospects among companies they invest in, and win business there for technology services. The PE group is a very well-established channel within the company and constitutes over 25% of current revenue. 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. Required experience - 15 + years of technology services experience, with experience in strategizing and selling multiyear deals for platform development and sustenance. In the recent 3 – 4 years, grown a territory to \$ 100 + million and experience of pursuing deals of \$50+ million TCV. Having built, led and made successful a team of sales hunters and account sales persons. Knowledge of contemporary and emerging technology solutions in platform development, modernization, SaaS and cloud migrations. Experience of having worked with / engaged with private equity companies, while pursuing business for technology services. KRA’s will be order booking and new revenue with annual goals of \$05% - 25% revenue growth.</p>	Silicon Valley preferred but other locations an option	To check your fit for this role Click here
Regional VP – US East	<p>For a \$ 100 -150 million tech services company. As the regional head, the role will strategize and grow the Eastern region. It will own strategy, hunting and account scaling. This is a player coach role – lead from the front, grow business and build / mentor a team as the business grows. The company has some very marquee clients in the BFSI vertical sector in the East. The company offers a suite of technology offerings clustered around 3 areas – application modernization, data modernization / insights, and infrastructure management / cloud migration. In addition to bespoke services, it has invested in its own IP and platforms for analytics and cloud migrations which differentiate it from peers, and the goal is to leverage these IP’s when selling. Required experience – 15+ years</p>	Metro New York Boston	To check fitment for this role Click here

of sales experience in IT / digital services selling global project solutions in the USA. Having strategized, pursued and built a new territory with multiple accounts – carrying both new logo win and existing account scaling responsibility. Scaled a region or territory to \$50+ million, and experience of having pursued / won deals of \$10 – 20 million TCV. Having sold in the US East region and having an understanding of key vertical sectors / prospects and a network so as to hit the ground running. A background in the BFSI vertical will be a big plus. Demonstrated the ability to strategize, compete and win against larger competitors. KRA’s will be order booking and revenue growth.

**Regional VP –
US Central**

For a \$ 100 -150 million tech services company. As the regional head, the role will strategize and grow the central region. It will own strategy, hunting and account scaling. This is a player coach role – lead from the front, grow business and build / mentor a team as the business grows. The company offers a suite of technology offerings clustered around 3 areas – application modernization, data modernization / insights, and infrastructure management / cloud migration. In addition to bespoke services, it has invested in its own IP and platforms for analytics and cloud migrations which differentiate it from peers, and the goal is to leverage these IP’s when selling. **Required experience** – 15+ years of sales experience in IT / digital services selling global project solutions in the USA. Having strategized, pursued and built a new territory with multiple accounts – carrying both new logo win and existing account scaling responsibility. Scaled a region or territory to \$50+ million, and experience of having pursued / won deals of \$10 – 20 million TCV. Having sold in the US Central region and having an understanding of key vertical sectors / prospects and a network so as to hit the ground running. Demonstrated the ability to strategize, compete and win against larger competitors. KRA’s will be order booking and revenue growth.

Chicago
Dallas

**To check
fitment
for this
role**
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