



Sales positions – industry verticals – hunting new business

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

Territory sales / multi - sector

Position	Summary	Location	Apply or refer
Sales director / AVP – Data and application modernization	This is with a tech services company, focused on data modernization and cloud migrations with revenue in the \$70 – 100 million range. The roles will pursue and win new clients for data and application modernization – centered around the Microsoft and Databricks technologies. The go to market cadence will be to work very closely with the MS and Databricks go to market teams to win these new clients hence past engagement with these platform firms will be essential to success. The hiring firm is very sharply focused on the Microsoft and Databricks technology stacks and offers solutions for data (ETL, data and BI) modernization, cloud data migration, data quality, governance and application modernization. Required experience - Worked closely with the MS and Databricks go to market teams to win new clients for data and application modernization projects. Annual win rate of \$2-3 million TCV and realized revenue of \$1-1.5 million ACV. Successfully worked with a sub \$200 million tech services company and competed / won against the larger SI's. Understanding of the data and cloud modernization journey to be able to take the first level conversation with prospective clients. KRA's will be order booking and realized revenue	US Midwest US West	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	Any location	To check fitment Click here



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 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

Hitech and manufacturing

Position	Summary	Location	Apply or refer
Sales director / Senior director – Manufacturing sector	This is with an IT services company \$ 600+ million in revenue. The role will Identify / pursue and win new 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.	US East US Midwest	To check fitment Click here