



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	<p>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.</p> <p>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</p>	US East US Midwest	To check fitment Click here

Banking and financial services

Position	Summary	Location	Apply or refer
Sales director / Sr. Director – Financial services sector	<p>The position is with a \$600+ million technology services company. The role will pursue and win new clients in the capital markets and banking sectors. There may also be a small existing client which this role will be chartered to grow. For the BFS vertical sector, the hiring firm offers solutions in portfolio management and reporting, clearing and settlement, asset management,</p>	US Metro city	To check fitment Click here



governance/risk/compliance and reporting, omnichannel for retail banking, digital processing of cards, digital lending and leasing – backed by a full suite of digital, cloud, ADM and infrastructure offerings. **Required experience** - 10+ years of IT services experience and the recent 2- 3 growing business with a financial services client or territory. Having grown business to \$5+ million in annual revenue and having proactively seeded digital & IT services deals of \$5 million or larger. Demonstrated history of winning new clients in the FS sector. A network in the BFS industry in the local area to enable early conversations will be a significant plus. KRA's will be order booking and realized revenue.

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
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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.	Any location	To check fitment Click here



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

Healthcare and lifesciences

Position	Summary	Location	Apply or refer
Sales director / AVP – Pharma sector	<p>This is with a \$600 + million IT services company. The role will pursue & win new clients in the pharma and lifesciences sector. For the pharma / health vertical, the company has solutions for customer engagement management, supply chain optimization, MES, ERP, and inventory management solutions complemented by a full suite of digital, CRM, analytics and ERP offerings.</p> <p>Required Experience - 10+ years' experience in IT services and having sold technology solutions / won new clients in the pharma vertical in the recent 2-3 years. Understanding of the pharma domain themes – drug discovery, covigilance, supply chain & distribution. Experience of having sold app modernization, cloud migration and digital transformation themes. Having booked \$2-3 million ACV in recent years and pursued deals of \$5+ million TCV. KRA's will be order booking, margins, and realized revenue</p>	US metro city	To check fitment Click here
Sales Director – Pharma sector	<p>This is with a \$500- 600 million IT services company, focused on software engineering and modernization. The role will pursue & win new clients in the pharma and lifesciences sector. For the pharma sector some of the areas the company has development experience include adaptive clinical trial management, compliance monitoring, regulatory engagement and review, product lifecycle management, and adaptive production design.</p> <p>Required Experience - 10+ years' experience in IT</p>	DC – Boston corridor	To check fitment Click here



services and having sold technology solutions / won new clients in the pharma vertical in the recent 2-3 years. Experience in software modernization, custom dev/test and data management will get more weightage. Understanding of the pharma domain themes – drug discovery, covigilance, supply chain & distribution. Experience of having sold app modernization, cloud migration and digital transformation themes. Having booked \$2-3 million ACV in recent years and pursued deals of \$5+ million TCV.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

Retail / CPG / Travel and hospitality

Position	Summary	Location	Apply or refer
Sales director / AVP – Retail and CG sectors	The position is with a \$600+ million technology services company. The role will pursue and win new clients in the retail and CPG sectors and then grow them post win.	US Metro city	To check fitment Click here



This is a relatively smaller sector for the firm so will need someone who has entrepreneurial energy to build from small. For the Retail/CG sectors, the hiring firm offers solutions in a full suite of customer experience, e-commerce, data modernization, digital, cloud, ERP, supply chain management, warehouse, ADM and infrastructure offerings. **Required experience** - 10+ years of IT services experience and the recent 2- 3 growing business with a client or territory in the retail / CG sectors with a demonstrated experience of winning new clients. A network in the retail / CG industry in the local area to enable early conversations will be a significant plus. Having grown business to \$5+ million in annual revenue and having proactively seeded digital & IT services deals of \$5 million or larger. KRA's will be order booking and realized revenue

Sales director / AVP – TTH sectors

The position is with a \$600+ million technology services company. The role will pursue and win new clients in the TTH sector and then grow them post win. This is a relatively smaller sector for the firm so will need someone who has entrepreneurial energy to build from small. For the TTH sectors, the hiring firm offers solutions in a full suite of customer experience, e-commerce, data modernization, digital, cloud, supply chain management, warehouse, ADM and infrastructure offerings. **Required experience** - 10+ years of IT services experience and the recent 2- 3 growing business with a client or territory in the TTH sectors with a demonstrated experience of winning new clients. A network in the TTH industry in the local area to enable early conversations will be a significant plus. Having grown business to \$5+ million in annual revenue and having proactively seeded digital & IT services deals of \$5 million or larger. KRA's will be order booking and realized revenue

US Metro city

To check fitment
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