



Sales – digital and engineering services

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

Telecom and media verticals

Position	Summary	Location	Apply or refer
Sales Director / AVP– ISV and platform enabled sectors	This is with a \$ 1.5 + billion digital and engineering services company. The role will pursue and win new clients in the platform enabled businesses (e.g. Intuit, Lexis Nexis), ISV's or SaaS companies - selling platform development, IV&V, digital and analytics services. It may also be assigned responsibility to grow an existing account. 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 - 10+ years’ sales experience in sales of technology services with the recent 2-3 years selling digital / platform engineering. Having sold into the ISV / platform enabled businesses / media / entertainment / publishing / E-commerce verticals in recent 2 – 3 years. Having grown a territory / account to \$5+ million and having pursued deals of \$10+ million TCV. Demonstrated ability to identify and craft deals for new business in accounts with large incumbent vendors. KRA's will be order booking and revenue.	US tech hub location	To check fitment Click here