



Account manager / Client partner – industry verticals – all services

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

BFSI and services verticals

Position	Summary	Location	Apply or refer
Client partner – Financial services vertical	<p>This is for a \$ 350+ million digital/platform engineering and data services tech company. The role will pursue and win new clients for platform and data modernization services in the capital markets and banking sectors. For the BFS vertical sector, the hiring firm offers solutions for platform modernization, cloud ready engineering, test engineering and vulnerability testing, and data platform engineering to create a modern, scalable, and secure infrastructure for high volume B2C industries. AMS, IMS and large package implementations like Oracle Apps / SAP are not areas of focus. Required experience - Pursued and won new business for platform development / testing / data engineering / digital modernization in the financial services verticals in the recent 2 – 3 years. Demonstrated the ability to map and strategize large clients and engage with them in the initial discovery of opportunities for platform modernization. Won annual new business wins of \$2 – 3 million ACV in realized revenue and having pitched and pursued deals of \$5+ million TCV. Having a history leading tech programs will be a plus. KRA's will be order booking and revenue growth.</p>	Metro New York	To check fitment for this role Click here
Account director – Services vertical	<p>This is with a \$600+ million IT services company. The role will pursue grow business with Conduent. This is a long-standing and a top 10 client of the hiring company with revenues near double digit million. This position will be responsible for part of the account. The position will also lead solutioning of new bids and initial oversight of projects. For the services sector, the company has solutions for customer engagement management, e-commerce and payments, analytics, intelligent automation, cloud migrations, application modernization and management, complemented by a full suite of digital offerings. Required Experience - 5+ years' experience in IT services and having sold technology solutions / done account mining for the services / accounting / customer care or contiguous vertical in the recent 2-3 years. Understanding of the</p>	Atlanta	To check fitment Click here



customer care processes of customer engagement, resolution, payments, accounting, compliance, customer analytics, personalization and reporting. Experience of having sold app modernization, commerce, content, personalization, cloud migration and digital transformation themes. Having led a territory or account size of \$ 10+ million and pursued deals of \$5+ million TCV. Past connect, selling to or delivering to Conduent will be a significant plus.

CPG and retail verticals

Position	Summary	Location	Apply or refer
Client partner – CPG vertical	This is with a \$600+ million IT services company. The role will be responsible for and grow business in the region with a healthcare and wellness CPG company. For the CPG / retail sector, the company has solutions for e-commerce, consumer data analytics, customer engagement management, PLM, vendor and SKU management, supply chain optimization, and inventory management solutions complemented by a full suite of digital, CRM, analytics and ERP offerings. Required Experience - 8+ years' experience in IT services and having sold application and infrastructure modernization technology solutions / done account mining in the CPG / retail vertical in the recent 2-3 years. Understanding of the domain processes of the industry – product development, branding, consumer engagement and analytics, supply chain and distribution. Experience of having sold customer engagement/commerce, app modernization, cloud migration and digital transformation themes. Having led a territory or account size of \$ 5 - 10 million and pursued deals of \$5 + million TCV . Having a history of leading programs / tech initiatives will be a plus. KRA's will be order booking, margins, and realized revenue.	New Jersey	To check fitment to this role Click here

Healthcare and Lifesciences verticals

Position	Summary	Location	Apply or refer
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Account director – MedTech sector

This is with a \$600+ million IT services company. The role will be responsible for and grow business in the region with a leading MedTech company. This is a very small engagement currently and the goal is to scale it. The position will need to be technically proficient in IT solutioning and past delivery experience of IT services will be a plus. For the life sciences sector, the company has solutions for connectivity & communications, IOT, device portals, customer engagement management, PLM, supply chain optimization, and inventory management solutions complemented by a full suite of digital, CRM, analytics and ERP offerings. **Required Experience** - 8+ years' experience in IT services and having sold technology solutions / done account mining in the life sciences / med devices vertical in the recent 2-3 years. Understanding of the domain processes of the industry – drug / device lifecycle, PLM, clinical trials, connectivity, inventory and warehouse management. Having led delivery of IT services projects. Experience of having sold connectivity, app modernization, cloud migration and digital transformation themes. Having sold to, delivered to or worked with Medtronic will be a big plus. Having led a territory or account size of \$ 5 - 10 million and pursued deals of \$5 + million TCV. KRA's will be order booking, margins, and realized revenue.

Minneapolis
Los Angeles

To check fitment
[Click here](#)

Hitech and manufacturing verticals

Position	Summary	Location	Apply or refer
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Media and telecom verticals

Position	Summary	Location	Apply or refer
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