



Sales positions – industry verticals – hunting new business

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

BFSI

Position	Summary	Location	Apply or refer
Sales Director / AVP – Insurance vertical	<p>This is with an IT services company \$ 600 -700 in revenue. The insurance vertical sector for the company is small and a charter for this position will be to pursue and win new clients in the P&C sector. It may also be tasked to grown one or more small existing clients. For the insurance sector, solutions address automation of claims, audits, fraud analytics and digital workspace – complemented with a suite of digital, ADM, analytics and infrastructure services.</p> <p>Required Experience - 5+ years selling IT solutions– the recent 2-3 years into the P&C Insurance vertical. Demonstrated track record of strategizing a territory for insurance, identifying right fit solutions and pursuing / winning new clients. Having demonstrated ability to seed proactive solutions and grow business when competing against larger incumbents. Grown an account or territory to \$5+ million. Seeded and pursued deals of \$5 + million TCV. A network of connects in the sector to enable early conversations will be a big plus. KRA's will be order booking and revenue.</p>	New Jersey Dallas Chicago Charlotte	To check fitment Click here
Sales director / AVP – L&A insurance sector	<p>This with a growing \$ 250 - 300 million US headquartered IT services company focused on the BFSI verticals. It is a known name in the insurance sector. The role will pursue and win new clients in the L&A insurance vertical. Focus on the top 20 insurers which have potential to grow business to \$10+ million. The company has a very good reference able base of existing clients in insurance and offers solutions for Bureau rating, client analytics, and client digital engagement in addition to modernization of application platforms, next generation application assurance, migrations to cloud, and package solutions.</p> <p>Required experience - Having pursued and won new clients (focusing on the top 20 insurers) in the L&A Insurance vertical for IT solutions. Association and network with insurers in the local market to enable early productivity. Proficiency in the L&A sector processes of customer care, claims, annuity management, billing. Pursued and scaled a</p>	NJ MA CT	To check fitment Click here



	territory for application development and modernization services to \$5+ million and experience of having pursued deals of \$5+ million TCV. KRA's will order booking & revenue generated.		
Sales director / AVP – Insurance vertical	For a \$6+ billion technology services company. The role will strategize, seed, and pursue new clients in the P&C and L&A insurance verticals in the local region. For the insurance sector, domain solutions include tech solutions to support business underwriting, claims, policy administration, and customer care; complemented by a complete suite of digital, ADM, infrastructure and BPO services. Required Experience - 8+ years selling IT solutions– the recent 2-3 years into the Insurance vertical and pursuing / winning new clients. Annual wins of \$ 2 – 3 million ACV and seeded and pursued deals of \$10 + million TCV. Having demonstrated ability to win business when competing against larger incumbents. A professional network with insurers in the local region will be a big plus. KRA's will be order booking and revenue.	Chicago	To check fitment Click here
Sales manager – Financial services verticals	For a \$ 100 – 150 million tech services company. The role will pursue and win new clients for application services in the capital markets and banking sectors. The hiring company is focused on application services, catering to the enterprise verticals of financial services, manufacturing, retail, consumer. Given the size of the company, it is seeking entrepreneurial sales persons who can build local markets through a combination of their own outreach and leveraging inside sales and event participation. Services offered by the company include bespoke application development, modernization, testing, SAP and Oracle implementations and specialized packages like Calypso for Capital markets. Required experience - Pursued and won new business selling digital / application dev & test project services. Demonstrated the ability to build a new territory through a combination of self-driven outreach, inside sales and event participation. Won annual new business wins of \$2+ million in realized revenue. A history of success with similar size firms in the recent past (sub \$100 - 500 million), building their presence in new markets/prospects will be an asset. KRA's will be order booking and revenue growth.	New Jersey or US North East	To check fitment Click here

Energy and Utilities

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Healthcare and Pharma

Position	Summary	Location	Apply or refer
Sales AVP or higher – Pharma sector	This is for a \$5+ billion technology services company. The role will pursue and win new clients in the Pharma & Lifesciences sector in the region. The company offers domain solutions in pre-clinical and clinical IT application implementation, analytics, workflow and regulatory submittals. In addition, its technology implementation solutions cover the process chain from product lifecycle management, salesforce enablement, customer care, manufacturing & supply chain. Required experience - 10+ years in IT services, the last 2 – 3 selling IT services to the pharma / lifesciences vertical sector. Having won annual business of \$3 – 4 million ACV and experience of pursuits of a TCV of \$ 10 + million. A network with pharma companies which will enable early conversations. Having sold into the pharma sector on behalf of a top 15 IT services company (Revenue >\$1 billion). Tenure with employer(s) of at least 4 – 5 year stretches. KRA's will be order booking and revenue growth.	US East US Midwest	To check fitment Click here
Sales AVP – Health payer sector	This is for a \$5+ billion technology services company. The role will pursue and win new clients in the Healthcare payer sector in the region. The hiring firm offers domain solutions for provider network management, cost of care estimation, customer care and billing, analytics of cost of care and patient management. Complementing this is a range of legacy modernization, digital, analytics, app, BPO, & infra services. Required experience - 10+ years in IT services, the last 2 – 3 selling IT services to the health payer vertical sector. Having won annual business of \$3 – 4 million ACV and experience of pursuits of a TCV of \$ 10 + million. A network with health payers which will enable early conversations. Having sold into the health payer on behalf of a top 15 IT services company (Revenue >\$1 billion). Tenure with employer(s) of at least 4 – 5 year stretches. KRA's will be order booking and revenue growth.	US East US Midwest	To check fitment Click here

Manufacturing and hi-tech

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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.	Silicon Valley Metro New York	To check fitment Click here
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Media/Entertainment and telecom verticals

Position	Summary	Location	Apply or refer
Sales Director / AVP – Telecom sector	This is with a \$ 5+ billion IT services company. The role will pursue and win new clients in the telecom sector with focus on tower owners and operators. The CME vertical sector is the largest vertical for the company and has a history of pursuing and winning innovative large deals across technology, network, process and customer support. The solution offerings range from industry unique solutions in operations, billing, streaming, customer care backed by a full suite of horizontal service offerings in digital & commerce, analytics, digital workplace, enterprise apps & cloud migration, platform development & IV&V, & product engineering. Required experience – Pursued and won new clients / business in the telecom or contiguous vertical in the recent 2 – 3 years. Understanding of the technology stack of telecom / tower companies. Experience of leading deals of \$10+ million TCV and annual achievement of \$8 – 10 million TCV. Familiarity / connect with the prospects and target accounts in telecom / tower companies which will allow early success will be a plus. KRA's will be order booking	Metro New York preferred	To check fitment Click here



and realized revenue. The hiring firm is working actively to add diversity to its sales team.