

## Sales positions – industry verticals – hunting new business

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

### Banking and financial services

Position	Summary	Location	Apply or refer
<b>Sales director / AVP – Cards and payments sector</b>	<p>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. <b>Required experience</b> - 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 &amp; 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</p>	US Upper East	<a href="#">To check fitment</a> <a href="#">Click here</a>

### Energy and Utilities

Position	Summary	Location	Apply or refer
<b>AVP / VP – New business (hunting) – Energy sector</b>	<p>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. <b>Required Experience</b> - 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</p>	Any location	<a href="#">To check fitment</a> <a href="#">Click here</a>

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
<b>Sales director / Sr. Director – Pharma sector</b>	<p>This is with a \$600 + million IT services company. The role will pursue &amp; 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><b>Required Experience</b> - 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 &amp; 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 upper East	<a href="#">To check fitment</a> <a href="#">Click here</a>

## Hitech and manufacturing

Position	Summary	Location	Apply or refer
<b>Sales director / Senior director – Manufacturing sector</b>	<p>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</p>	US East US Midwest	<a href="#">To check fitment</a> <a href="#">Click here</a>

# Valenco

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.

<b>Sales director / Sr. Director – Hitech / Semiconductor sector</b>	The position is with an IT an engineering services company - \$6+ billion in revenue. The role will pursue and win new clients in the semiconductor sector. It may also get assigned an existing account to grow. In the hi-tech vertical, solutions offered in SOC design, chip to cloud, supply chain management, hardware development, software product and platform development, sustenance, and validation. Complementing these, a complete suite of offerings for digital engagement, corporate apps, mobility, & analytics, CRM, ERP and IMS. <b>Required experience</b> – 10+ years in IT / engineering services with a recent track record of selling / growing business in the hi-tech vertical, with focus on the semiconductor sector. Having scaled an account or territory to \$ 5 - 7 million and pursued deals of \$ 10 + mil TCV. A past network with the semiconductor industry which will enable early conversations will be a significant asset. KRA's will be order booking and realized revenue.	Silicon Valley	<b>To check fitment</b> <a href="#">Click here</a>
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