



Sales positions – industry verticals – hunting new business

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

Regional sales

Position	Summary	Location	Apply or refer
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BFSI

Position	Summary	Location	Apply or refer
Sales director / AVP – BFSI sectors	This is with an IT services company \$6+ billion in revenue. The role will pursue and win new clients & business in the financial services and fintech vertical sectors – banking, capital markets and insurance. Domain solutions offered include retirement & pension planning, wealth & asset management, payments, risk & compliance, reference data management & underwriting, bank in a box (Temenos, FIS), customer acquisition and care, solutions to support business underwriting, claims, policy administration. These are complemented by a complete suite of digital, ADM, infrastructure and BPO services. Required Experience -8+ years in the IT services industry with the recent 2 – 3 years selling technology solutions (products or services) into the financial services vertical sector (banking, capital markets or insurance). Having pursued and won new clients in the BFSI sector with potential of \$10+ million ACV. Seeded and pursued large value deals of \$10 + million TCV or higher. Having sold for a top 10 IT services company (TCS through LTIMintree) in the recent 2-3 years. Track record of competing and winning against more visible large competitors. A contact network in the vertical which can be leveraged for early business conversations will be a significant asset. KRA's will be order booking and revenue.	Metro New York	To check fitment Click here
Sales director Insurance vertical	For a US headquartered \$250 – 300 million Insurance focused IT services company. Pursue and win new clients in the Insurance vertical – both P&C and L&A. Focus on the top 20 insurers with potential to grow business to \$10+ million. The company has a reference able base of existing	New Jersey through Boston	To check fitment Click here



clients 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. **Required experience** - Having pursued and won new clients (focusing on the top 20 insurers) in the Insurance vertical for IT solutions and then mined them for growth. Track record of strategizing and building a territory for new client acquisition. Won \$ 2 million ACV p.a. in new business in the recent years and pursued deals of \$5+ million TCV. Past association and network with the P&C insurance sector in the local market to enable early productivity. KRA's will order booking & revenue generated.

Energy and Utilities

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Healthcare and Pharma

Position	Summary	Location	Apply or refer
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Manufacturing and hi-tech

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	Silicon Valley Metro New York	To check fitment Click here



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.

Media/Entertainment and telecom verticals

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