



Business leadership and corporate roles

BFSI

Position	Summary	Location	Apply or refer
Sales leader – BFS sectors - USA	<p>This is for a sales leader for an IT services company, very Capital Markets focused. While the overall revenue is in the \$100 mil range, a very large chunk comes from India and ME. 20% of overall revenue is in the USA. This position will get to drive this \$20 million existing book with a goal to double it in the next 3 – 5 years - organic. They will buy a company soon to expand service offerings in the USA and increase pace of growth. A reputed PE has recently taken a big stake. The company has a single sector of focus i.e. Capital markets and more so in the equities / trading / management. In this space it offers app / digital modernization and has a good history and credential. The additional service line is application development for identity/access management and related areas of security. Required Experience - The company is seeking a leader who is pure sales – very active new business hunting background and in capital markets especially the equities / bond / trading companies. Will have to bring a good network in capital markets. Bring reach. Have experience of integrating a buy. Ability to attract sales talent will be a big plus. It will be a role with aggressive timelines to show results. PE expectations for results will be high. Compensation will include stock.</p>	Preferred North East but other locations an option too	
Senior client partner – Insurance (Annuities & retiral) client	<p>This is with an IT services company \$ 5+ billion in revenue. The role will strategize, seed, and grow an existing client – Jackson National – a leader in annuities and investment products. This is a large client (\$50+ million) and the goal is to significantly increase business. For the insurance sector, offerings include solutions to support business customer care and distribution, 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</p>	Detroit, MI	To check fitment Click here



life insurance of contiguous vertical. Grown an account or territory to \$35+ million. Seeded and pursued deals of \$10+ million TCV. Having demonstrated ability to seed proactive solutions and grow business when competing against larger brands. Led business growth in the insurance / FS vertical groups of one of the leading global outsourcers – Accenture / TCS / Cognizant / Infosys / Wipro / LTIMindtree in the recent 3 – 5 years. KRA's will be order booking and revenue.