



## Account manager / Client partner – industry verticals – all services

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

### Banking, Insurance and financial services

Position	Summary	Location	Apply or refer
<b>Account manager – P&amp;C insurance sector</b>	<p>This is for a \$ 100 – 150 million tech services company. The role will pursue and win new business with a P&amp;C insurance company, currently a client with low single digit million revenue. The hiring company is focused on digital and infrastructure management services, catering to the enterprise verticals of payments, insurance, manufacturing, retail, consumer. <b>Required experience - 8+ years’ experience in IT services with the recent selling new business in digital / application dev &amp; test / infrastructure project services to the P&amp;C insurance sector. Having worked and grown business - \$ 3 – 4 million ACV and pursued deals of \$5+ million TCV. A demonstrated ability to network and grow business with related companies in a conglomerate or PE OPCO’s will be a plus. A history of success with similar size firms in the recent past (\$100 - 500 million), building their presence while competing against the much larger branded companies. Demonstrated the ability to build a new business through a combination of self-driven outreach, and proactive seeding of new ideas. KRA’s will be order booking and realized revenue.</b></p>	Metro New York	<b>To check fitment</b> <a href="#">Click here</a>
<b>Account manager – cards and payments sector</b>	<p>This is for a \$ 100 – 150 million tech services company. Working with the senior client partner, the role will pursue and win new business with a leading cards and payments processing firm. This is a strategic client for the company with revenue in double digit \$ million. It will be focused on net new business. The hiring company is focused on digital and infrastructure management services, catering to the enterprise verticals of financial services, manufacturing, retail, consumer. It is very sharply focused on the payments sector. <b>Required experience. 8+ years’ experience in IT services with the recent selling new business in digital / application dev &amp; test / infrastructure project services to the cards/payments sector. The hiring manager is particular about the sector experience. Having worked and grown business - \$ 3 – 4 million ACV and pursued deals of \$5+ million TCV. Having engaged with a large Fortune 200 financial company as a client will be a plus</b></p>	Metro New York	<b>To check fitment</b> <a href="#">Click here</a>



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## Energy and Utilities

Position	Summary	Location	Apply or refer
<b>Client partner – Oil and Gas vertical</b>	This is with a \$600+ million IT services company. The role will pursue grow business with 2-3 existing clients. The book of business includes SAP, AMS and application modernization, and infrastructure support. This will be a P&L role and carry responsibility for executive presence, mapping and growth of the account, and close working with the delivery partner in engagement oversight. 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 - 15 + years'</b> experience in IT services, with a significant part of this in the oil and gas / energy / manufacturing sectors. Recent 5 – 7 years growing business in the oil and gas / energy / industrial sectors and leading a P&L in the range of \$10 million or higher in annual revenue. Hands on delivery experience at scale in the past – ability to work very closely with the delivery partner in engagement oversight. Consistent history of having pursued and won \$5-10+ million in annual TCV wins and seeded / pursued individual deals of \$10+ million TCV. KRA's will be order booking, margins, and realized revenue.	Houston	<b>To check fitment</b> <a href="#">Click here</a>

## Hitech and manufacturing verticals

Position	Summary	Location	Apply or refer
<b>Client partner – Hi-tech vertical</b>	For a \$600+ million technology services company. The role will pursue and grow business with a leading manufacturer of compute and storage equipment. This	Houston	<b>To check fitment</b> <a href="#">Click here</a>



is a longstanding relationship with revenue in double digits. The goal is to scale this and sell the full spectrum of services offered by the hiring company. For the Hi-tech & manufacturing vertical sector, the company offers a services suite ranging from manufacturing and supply chain, product lifecycle management, customer analytics, IOT, & cloud migrations – with a complete range of SAP, Oracle and application modernization offerings – an opportunity to cross sell a range to build on the current footprint. **Required experience** -10 + years in IT services, the recent 2 – 3 years pursuing/winning business with new or existing clients in the hi-tech vertical. Having grown a territory or client to \$10 million or larger. Annual win rate of \$ 4-5 million ACV range with large deal pursuit experience of pursuing deals of \$10 + million TCV. Experience selling SAP and application modernization, intelligent manufacturing and customer experience solutions. Track record of seeing proactive solutions and competing successfully with Tier 1 competitors. KRA's will be order booking and realized revenue.

**Client partner and regional sales – Hitech sector**

This is with a \$600+ million IT services company. The role will pursue grow business with a top semiconductor company and also pursue new clients in the hi-tech sector. This is a recent client for the company, and the goal is to grow it rapidly. Nvidia is a very competitive account with multiple large incumbent vendors. The hire will need to bring very high energy and understanding of the account to identify and win business. For the tech sector, the solution offerings include customer experience, and analytics, contract lifecycle management, salesforce management, digital marketing, and content management, complemented by a full suite of digital, CRM, analytics and ERP offerings. **Required Experience** - 10+ years' experience in IT services and having sold technology solutions in the semiconductor sector in the last 2 – 3 years. Experience of having sold app modernization, cloud migration and digital transformation themes. Experience of providing oversight to onsite T&M engagements. Having led an account size of \$ 5+ million and pursued deals of \$5+ million TCV. KRA's will be order booking, margins, and realized revenue

Silicon Valley

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**Client partner – Manufacturing vertical**

This is with an IT services company \$ 600+ million in revenue. The role will grow business with an existing client and also pursue new clients in the region. The current run rate is in the low single digit millions. For the

Dallas

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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 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 or existing clients in the manufacturing vertical. Having grown a territory or account to a \$10+ million annual revenue range. Annual win rate of \$2-3 million ACV range with large deal pursuit experience of pursuing deals of \$10 + 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.

## Media and Telecom verticals

Position	Summary	Location	Apply or refer
<b>Client partner – and regional sales Media sector</b>	This is with a \$600+ million IT services company. The role will pursue grow business with a leading entertainment company and also pursue new clients in the media sector. The role will provide oversight to the existing work and also actively hunt for new business. The current book of business is in the \$3-5 million range. This is a highly competitive account with large incumbents. The ask is for someone who has sold to or engaged with large media companies in the past and can leverage understanding of the account and connects to initiate conversations for new work. For the media and communications sector, the solution offerings include customer experience, and analytics, contract lifecycle management, salesforce management, digital marketing, and content management, complemented by a full suite of digital, CRM, analytics and ERP offerings. <b>Required Experience</b> - 10+ years' experience in IT services and having sold technology solutions in the media, communications or tech verticals in the last 2 – 3 years. Having sold to or engaged with Disney on behalf or an IT services company in the recent 2-3 years. Experience of having sold app modernization, cloud migration and digital transformation themes. Having led an account size of \$ 5 – 10 million and pursued deals of	Los Angeles Orlando	<b>To check fitment</b> <a href="#">Click here</a>



\$5+ million TCV. KRA's will be order booking, margins,  
and realized revenue