



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

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

### BFSI and services

| Position                                 | Summary  | Location              | Apply or refer  |
|--|--|-----------------------|---|
| <b>Client partner – Insurance sector</b> | <p>This is with an IT services company \$ 6+ billion in revenue. The role will strategize, seed, and grow an existing client in the reinsurance and wholesale insurance businesses. The existing book of business is in single digits million of annual revenue. The goal is to aggressively grow this to grow into \$ double digit million. For the insurance sector, offerings include solutions to support business underwriting, claims, policy administration, and customer care. In addition, for wealth management offerings on customer analytics, ESG and data management. These are complemented by a complete suite of digital, ADM, infrastructure and BPO services.</p> <p><b>Required Experience</b> - 8+ years selling IT solutions– the recent 2-3 years into the insurance vertical. Grown an account or territory to \$10+ million Seeded and pursued deals of \$10+ million TCV. Having demonstrated ability to seed proactive solutions and grow business when competing against larger incumbents. KRA's will be order booking and revenue.</p> | Metro New York region | <b>To check fitment</b><br><a href="#">Click here</a> |

### Energy and Utilities

| Position                                     | Summary  | Location | Apply or refer  |
|--|--|----------|---|
| <b>Client partner – Oil and Gas vertical</b> | <p>This is with a \$600+ million IT services company. The role will pursue grow business with a key client of the firm in the energy equipment and supply business. The current run rate is over \$15 million and is a top 10 client for the sector. The book of business includes SAP, AMS and application modernization, and infrastructure support. This will be a P&amp;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</p> | Houston  | <b>To check fitment</b><br><a href="#">Click here</a> |



connected operations, real time data management, asset management, and pipeline monitoring – backed by a full line of MES, ERP, analytics and infrastructure services. **Required Experience** - 20 + years’ 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 \$25 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 \$20+ million in annual TCV wins and seeded / pursued individual deals of \$20+ million TCV. KRA’s will be order booking, margins, and realized revenue.

## Healthcare and lifesciences

| Position | Summary | Location | Apply or refer |
|----------|---------|----------|----------------|
|----------|---------|----------|----------------|

## 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 HP. This 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. <b>Required experience</b> -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 | Houston  | <b>To check fitment</b><br><a href="#">Click here</a> |



|  |   |                |   |
|--|---|----------------|---|
|  | <p>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.</p>  |                |   |
| <b>Client partner and regional sales – Hitech sector</b> | <p>This is with a \$600+ million IT services company. The role will pursue grow business with Nvidia 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.</p> <p>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.</p> <p><b>Required Experience</b><br/>10+ years' experience in IT services and having sold technology solutions in the hi-tech sector in the last 2 – 3 years. Experience of having sold app modernization, cloud migration and digital transformation themes. Having sold to or delivered IT services to Nvidia in the recent 2 – 3 years. Experience of providing oversight to onsite T&amp;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</p> | Silicon Valley | <b>To check fitment</b><br><a href="#">Click here</a> |
| <b>Client partner – Manufacturing vertical</b>           | <p>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 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. <b>Required experience</b> – 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 &amp; modernization solutions. Track record of seeing proactive solutions and competing successfully with Tier</p>   | Dallas         | <b>To check fitment</b><br><a href="#">Click here</a> |



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> | <p>This is with a \$600+ million IT services company. The role will pursue grow business with Disney 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 Disney 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 \$5+ million TCV. KRA's will be order booking, margins, and realized revenue</p> | Los Angeles<br>Orlando | <b>To check fitment</b><br><a href="#">Click here</a> |