



Account manager / Client partner – industry verticals – all services

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

Insurance vertical

Position	Summary	Location	Apply or refer
Client partner – P&C Insurance	This is with an IT services company \$ 5+ billion in revenue. The role will strategize, seed, and grow an existing client in the P&C / Commercial lines of insurance. For the insurance sector, offerings include solutions to support business 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&C or commercial Insurance vertical. Grown an account or territory to \$8-10 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.		To check fitment Click here
Client partner – Life and annuities Insurance	This is with an IT services company \$ 5+ billion in revenue. The role will strategize, seed, and grow an existing client in the Life and annuities lines of insurance. For the insurance sector, offerings include solutions to support business 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 Life Insurance or contiguous vertical. Grown an account or territory to \$8-10 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.		To check fitment Click here



Healthcare and Lifesciences verticals

Position	Summary	Location	Apply or refer
Client partner – Healthcare provider vertical	This is with an IT services company \$ 5+ billion in revenue. The role will pursue grow business with Mayo clinic. The goal is to grow is past \$10 million. The hiring company has domain solutions to support remote patient monitoring, drug inventory and supply chain, central ops and command center, telemedicine and virtual care, admissions and billing; complemented by a complete suite of digital, cloud, ADM, infrastructure and BPO services. Required Experience - 10+ years selling IT solutions– the recent 3 – 4 in the healthcare provider / services sector. Having grown a client or territory to \$10+ million. Having worked with a top 10 IT services company in the recent 3-4 years. Seeded and pursued deals of \$10 + million TCV. A track record of growing and winning business against larger incumbents. KRA's will be order booking and revenue.	Minneapolis Seattle	To check fitment Click here
Client partner – Healthcare provider vertical	This is with an IT services company \$ 5+ billion in revenue. The role will pursue grow business with Mayo clinic. The goal is to grow is past \$5 million. The hiring company has domain solutions to support remote patient monitoring, drug inventory and supply chain, central ops and command center, telemedicine and virtual care, admissions and billing; complemented by a complete suite of digital, cloud, ADM, infrastructure and BPO services. Required Experience - 10+ years selling IT solutions– the recent 3 – 4 in the healthcare provider / services sector. Grown a territory or client to \$5+ million. Having worked with a top 10 IT services company in the recent 3-4 years. Seeded and pursued deals of \$5 + million TCV. A track record of growing and winning business against larger incumbents. KRA's will be order booking and revenue.	St. Lous, MO	To check fitment Click here