



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

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

### BFSI verticals

Position	Summary	Location	Apply or refer
<b>Sales manager – Financial services verticals</b>	<p>For a \$ 100 – 150 million tech services company. The role will grow business with an existing client and also pursue and win new clients for application services in the capital markets and banking sectors. The hiring company is focused on application services, catering to the enterprise verticals of financial services, manufacturing, retail, consumer. Given the size of the company, it is seeking entrepreneurial sales persons who can build local markets through a combination of their own outreach and leveraging inside sales and event participation. Services offered by the company include bespoke application development, modernization, testing, SAP and Oracle implementations and specialized packages like Calypso for Capital markets. <b>Required experience</b> - Pursued and won new business selling digital / application dev &amp; test project services. Demonstrated the ability to build a new territory through a combination of self-driven outreach, inside sales and event participation. Won annual new business wins of \$2+ million in realized revenue. A history of success with similar size firms in the recent past (sub \$100 - 500 million), building their presence in new markets/prospects will be an asset. KRA's will be order booking and revenue growth.</p>	Charlotte	<b>To check fitment</b> <a href="#">Click here</a>
<b>Account director – Services vertical</b>	<p>This is with a \$600+ million IT services company. The role will pursue grow business with Conduent. This is a long-standing and a top 10 client of the hiring company with revenues near double digit million. This position will be responsible for part of the account. The position will also lead solutioning of new bids and initial oversight of projects. For the services sector, the company has solutions for customer engagement management, e-commerce and payments, analytics, intelligent automation, cloud migrations, application modernization and management, complemented by a full suite of digital offerings. <b>Required Experience</b> - 5+ years' experience in IT services and having sold technology solutions / done account mining for the services / accounting / customer care or contiguous</p>	Atlanta	



vertical in the recent 2-3 years. Understanding of the customer care processes of customer engagement, resolution, payments, accounting, compliance, customer analytics, personalization and reporting. Experience of having sold app modernization, commerce, content, personalization, cloud migration and digital transformation themes. Having led a territory or account size of \$ 10+ million and pursued deals of \$5+ million TCV. Past connect, selling to or delivering to Conduent will be a significant plus.

## Healthcare and Lifesciences verticals

Position	Summary	Location	Apply or refer
<b>Account director – MedTech sector</b>	This is with a \$600+ million IT services company. The role will be responsible for and grow business in the region with a leading MedTech company. This is a very small engagement currently and the goal is to scale it. The position will need to be technically proficient in IT solutioning and past delivery experience of IT services will be a plus. For the life sciences sector, the company has solutions for connectivity & communications, IOT, device portals, customer engagement management, PLM, supply chain optimization, and inventory management solutions complemented by a full suite of digital, CRM, analytics and ERP offerings. <b>Required Experience</b> - 8+ years' experience in IT services and having sold technology solutions / done account mining in the life sciences / med devices vertical in the recent 2-3 years. Understanding of the domain processes of the industry – drug / device lifecycle, PLM, clinical trials, connectivity, inventory and warehouse management. Having led delivery of IT services projects. Experience of having sold connectivity, app modernization, cloud migration and digital transformation themes. Having sold to, delivered to or worked with Medtronic will be a big plus. Having led a territory or account size of \$ 5 - 10 million and pursued deals of \$5 + million TCV. KRA's will be order booking, margins, and realized revenue.	Minneapolis	<b>To check fitment</b> <a href="#">Click here</a>
<b>Account director – Pharma sector</b>	This is with a \$600+ million IT services company. The role will pursue grow business with an account in the pharma / life sciences industry and also provide oversight to initial projects. The pharma and lifesciences sector has been among the fastest growing sectors for the hiring company. For this sector, the company has	New Jersey	<b>To check fitment</b> <a href="#">Click here</a>



solutions for customer engagement management, supply chain optimization, MES, ERP, and inventory management solutions complemented by a full suite of digital, CRM, analytics and cloud offerings. **Required Experience** - 5+ years' experience in IT services and having sold technology solutions / done account mining in the pharma or contiguous vertical in the recent 2-3 years. Understanding of the pharma processes of drug discovery, R&D, compliance, supply chain. Experience of having sold app modernization, cloud migration and digital transformation themes. Having led a territory or account size of \$ 5+ million and pursued deals of \$5+ million TCV. KRA's will be order booking, margins, and realized revenue

### Hitech and manufacturing verticals

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### Media and telecom verticals

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