



Sales positions – industry verticals – hunting new business

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

Regional hunting roles

Position	Summary	Location	Apply or refer
Regional sales director / AVP	<p>For a NASSCOM top 20 platform SI and services company. Pursue new business for digital, analytics and MS Dynamics led solutions in the local region. The company is very focused on digital transformation anchored by platform-based system integration. It has deep expertise in the MS Dynamics & MS BI / Hybris platforms + has its own IP platforms in niche areas. The go to market focus is to sell a combination of license & services. Focus verticals are Transportation, Retail, CG, & Distribution.</p> <p>Required experience - Successful track record of leading new business development in digital led services & IP licenses, focusing on the retail/CG/distribution/manufacturing industries. Demonstrated ability to engage with prospects in consultative conversations to understand and outline their digital journey. Having sold the Microsoft suite of ERP + BI solutions or similar will be a plus. A history of success with similar size firms (\$100 – 400 mil), building their presence in new markets/prospects and against tier 1 SI's will be an asset</p>	US Mid-Atlantic of North East	To check fitment for this role Click here

BFSI

Position	Summary	Location	Apply or refer
Sales director / AVP and market maker – BFS vertical	<p>For a NASSCOM top 15 IT services company. The role will pursue and win new clients in the Banking and capital markets vertical sectors. BFS is the largest vertical for the company. It offers solutions in client onboarding & analytics, digital payments, digital branch and banking, connected customer experiences, commercial lending. Trade finance & cash management among others – and complemented by a complete</p>	Toronto	To check fitment Click here



suite of digital, analytic, app & ITO technologies. **Required Experience** - 10+ years in IT services with the last 2 – 3 selling to the banking / capital markets vertical. Experience of having growing an account or territory to \$10+ million and having pursued deals of \$10+ million TCV. History of seeding solutions proactively and winning business against Tier 1 incumbents. Having sold in the Toronto market and with a network to get early conversations will be highly desirable. KRA's will be new order booking and revenue.

**Sales director / AVP
– Insurance vertical**

For a NASSCOM top 10 IT services company. Pursue new client acquisition in the financial insurance (P&C, L&A) vertical. BFSI is the largest vertical for the hiring company, constituting over 60% of revenue. It brings industry solutions and platforms across a range of insurance processes including policy administration, billing, life / broker & wealth management– backed by a complete suite of horizontal offerings in digital, analytics, ADM, BPO and ITO technologies. **Required experience** - Pursued, & won new clients in the Insurance (P&C, L&A) vertical in the USA in the past 3 – 4 years. Pursued deals of \$10 + million TCV with annual booking of \$8 – 10 million TCV. Demonstrated the ability to compete and win against larger / better branded system integrators. A professional network in the insurance vertical to allow early conversations & productivity will be highly desirable. KRA's will be order booking & revenue

US North East
Metro New
York

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fitment
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**Sales director/AVP
– Insurance vertical**

For a US headquartered \$200 million insurance focused IT services company. The roles will pursue and win new clients in the Insurance vertical – both P&C and L&A. Focus on the top 20 insurers with potential to grow business to \$10+ million. The company has a reference able base of existing clients and offers solutions for Bureau rating, client analytics, and client digital engagement in addition to modernization of application platforms migrations to cloud and package solutions.

New Jersey
Boston
Chicago

**To check
fitment
[Click here](#)**



Required experience - Having pursued and won new clients (focusing on the top 20 insurers) in the Insurance vertical for IT solutions and then mined them for growth. Track record of strategizing and building a territory for new client acquisition. Past association and network in the local market to enable early productivity. KRA's will order booking & revenue generated

Sales director / AVP – Financial services verticals

For a NASSCOM top 10 IT services company. Pursue and win new clients & business among the financial services verticals. BFSI is among the faster growing vertical sectors for the company. The role requires a high energy sales person who can win against more visible competitors. Having sold into it and a network will be significant assets. Domain solutions offered include bank in a box (Temenos, FIS), risk and compliance, customer acquisition and care, payments, & wealth management complemented by a complete suite of digital, ADM, infrastructure and BPO services. **Required experience** - 10+ years selling IT solutions (products or services) in the USA – the recent 3 – 4 years selling into the financial services vertical sector. Having won new clients in the FS vertical sector with potential of \$10+ million ACV. Seeded and pursued large value deals of \$10 – 20 million TCV or higher. Track record of competing and winning against more visible large competitors. A contact network in the vertical which can be leveraged for early business conversations. KRA's will be order booking and revenue.

US metro city

To check fitment to the role
[Click here](#)

Energy and Utilities

Position	Summary	Location	Apply or refer
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Healthcare & Lifesciences

Position	Summary	Location	Apply or refer
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Sales director – Pharma / Med-tech verticals	For a \$ 200 – 250 million engineering services company. Pursue, win, and scale business with the Pharma / Med-tech / CRO’s focusing on regulatory, clinical, patient management solutions. This vertical segment is younger but fastest growing segment for the company. The company has a demonstrated track record in clinical, regulatory and patient tracking deliverables and also a rich legacy of platform development and engineering services supporting development. Required experience - 5+ years’ experience in IT services sales. Recent experience selling platform development solutions to the Pharma / CRO / Med-tech Med- industries and connect / understanding of who and what to pursue to enable early productivity. Demonstrated ability to identify and craft deals for new business in accounts with large incumbent vendors. KRA’s will be order booking and revenue.	New Jersey Philadelphia Indianapolis Chicago	To check fitment with the role Click here
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Manufacturing and Hi – Tech

Position	Summary	Location	Apply or refer
Sales director / AVP – Hi-tech or manufacturing vertical	For a NASSCOM top 15 IT services company. The role will pursue & win new clients among the hi-tech & manufacturing verticals, selling predominantly digital, EAS and ITO offerings. The hiring company has a portfolio of services in across the digital spectrum including content/web, mobility, analytics and cloud migration + CRM, ADM & infrastructure solutions. Required Experience - 5+ years of IT services experience and at least the recent 2-3 selling into the hi-tech or manufacturing verticals. Track record of being able to seed/pursue digital, apps & IV&V solutions. Having seeded and built a territory / new account from scratch. History of having competed against and won against larger Tier 1 companies. A network of connects which will enable early conversations will be a plus. KRA’s will be order booking and realized revenue.	US West	To check fitment to the role Click here



Sales director / Sr. director – Hi-tech vertical	For a NASSCOM top 20 software and platform SI company. The role will pursue new client acquisition in the ISV and technology platform vertical segment. The hiring company is a leading Microsoft SI partner it brings a wide range of capabilities around MS platforms ranging from Dynamics through Azure. In addition, it provides full-service capabilities in digital & analytics, ADM, IV&V, and infrastructure management. Required experience – 5+ years of IT services experience with the recent 2-3 selling into the hi-tech vertical. Track record of successful sales in a competitive account of territory through early identification of opportunities & relationship building with prospects. Having worked with or sold technology services around Microsoft platforms will be a plus. KRA's will be order booking and revenue.	US metro city	To check fitment for this role Click here
Sales director / AVP – Manufacturing vertical	For a NASSCOM top 10 IT services company. Strategize and pursue new client acquisition in the region. The hiring company has rich and deep technology solution offerings in the manufacturing vertical, including manufacturing 4.0, factory of the future, IOT, aftermarket support, warehouse & supply chain - backed by a full suite of horizontal service offerings in ERP, digital & commerce, analytics, digital workplace, & cloud migration. Required experience - 10+ years in IT / platform services with a recent track record of selling / growing business in the manufacturing vertical. Having scaled an account or territory to \$ 5 + million and pursued deals of \$ 10 + mil TCV. A network in the local region which will allow early conversations and productivity will be a plus. KRA's will be order booking and realized revenue	Dallas Chicago New Jersey	To check fitment with this role Click here
Sales director / Sr. Director – Manufacturing/Retail/CG verticals	For a NASSCOM top 15 IT services company. Strategize, pursue and win business with companies in the manufacturing / retail / CG verticals in the Midwest. The role needs someone with entrepreneurial energy to strategize, build and grow a market, and win against larger and more visible competitors. The company has reference clients in the respective verticals, offering domain solutions	Chicago Dallas	To check fitment for this role Click here



in management of field services, asset management, sales operations, customer experience, sales operations, lead to order and digital commerce. These are backed by offerings in CRM, analytics, AD/AM, Oracle apps, BPO & and ITO. **Required experience** – 8+ years selling IT / BPS solutions. Recent 3 – 4 years pursuing/winning business in the hi-tech, manufacturing or retail / CG verticals. Having scaled an account or territory to \$5 + million and experience of having pursued deals of \$10+ million TCV. KRA's will be order booking and realized revenue.

Media and Telecom

Position	Summary	Location	Apply or refer
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Retail / CPG / TTH

Position	Summary	Location	Apply or refer
Market maker – Director/AVP – Travel / Hospitality verticals	For a NASSCOM top 20 platform and SAI services company. Pursue new business for digital, analytics and MS Dynamics led solutions into the travel and hospitality industries. The company is very focused on digital transformation anchored by platform-based system integration. Solutions for the travel industry include customer experience management, travel analytics, and omnichannel integration. In addition to platform digital and analytics offerings, t has deep expertise in the MS Dynamics & MS BI / Hybris platforms + has its own IP platforms in niche areas. The go to market focus is to sell a combination of license & services. Required experience - Successful track record of leading new business development in digital led services & IP licenses, focusing on the travel / hospitality industries. Demonstrated ability to engage with prospects in consultative conversations to understand and outline their digital journey. Having sold the Microsoft suite of ERP + BI solutions or similar will be a plus. A history of success with similar	US metro city	To check fitment Click here



size firms (\$100 – 400 mil), building their presence in new markets/prospects and against tier 1 SI's will be an asset. KRA's will be order booking and revenue

Sales director / Sr. Director – Manufacturing/Retail/CG verticals

For a NASSCOM top 15 IT services company. Strategize, pursue and win business with companies in the manufacturing / retail / CG verticals in the Midwest. The role needs someone with entrepreneurial energy to strategize, build and grow a market, and win against larger and more visible competitors. The company has reference clients in the respective verticals, offering domain solutions in management of field services, asset management, sales operations, customer experience, sales operations, lead to order and digital commerce. These are backed by offerings in CRM, analytics, AD/AM, Oracle apps, BPO & and ITO. **Required experience** – 8+ years selling IT / BPS solutions. Recent 3 – 4 years pursuing/winning business in the hi-tech, manufacturing or retail / CG verticals. Having scaled an account or territory to \$5 + million and experience of having pursued deals of \$10+ million TCV. KRA's will be order booking and realized revenue.

Chicago

To check fitment for this role
[Click here](#)