



## 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
<b>Regional sales director / AVP</b>	For a \$200 – 250 million tech 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. <b>Required experience</b> - 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	US Mid-Atlantic of North East  US South East  Chicago  Silicon Valley	<b>To check fitment for this role</b> <a href="#">Click here</a>

### BFSI

Position	Summary	Location	Apply or refer
<b>Sales director / AVP – Financial Insurance vertical</b>	For a \$ 5+ billion tech services company. The role will strategize, seed, and build a book of business in the Insurance vertical in the region. It needs someone who understands the market and has the entrepreneurial zeal to build a new business. For the insurance sector, domain solutions include tech solutions to support business underwriting, claims, policy administration, and customer care; complemented by a complete suite of	US East Upper Midwest	<b>To check fitment to the role</b> <a href="#">Click here</a>



	<p>digital, ADM, infrastructure and BPO services. <b>Required Experience</b> -8+ years selling IT solutions– the recent 2-3 years into the Insurance vertical. Having sold into the Insurance vertical in the local region (P&amp;C and/or Life), and insight or contacts to initiate early conversations and discover opportunities to engage. Seeded and pursued deals of \$10 + million TCV. KRA's will be order booking and revenue. Base compensation will be \$ 150 – 180K and additional sales incentives as a % or realized revenue.</p>		
<b>Sales director / AVP – Insurance vertical</b>	<p>For a \$5+ billion IT services company. The role will strategize, seed, and build a book of business in the Insurance vertical in the region. It needs someone who understands the market and has the entrepreneurial zeal to build a new business. For the insurance sector, domain solutions include tech solutions to support business underwriting, claims, policy administration, and customer care; complemented by a complete suite of digital, ADM, infrastructure and BPO services. <b>Required Experience</b> - 8+ years selling IT solutions– the recent 2-3 years into the Insurance vertical. Having sold into the Insurance vertical in the local region (P&amp;C and/or Life), and insight or contacts to initiate early conversations and discover opportunities to engage. Seeded and pursued deals of \$10 + million TCV. KRA's will be order booking and revenue.</p>	<p>US East or Midwest</p>	<p><b>To check fitment for this role</b> <a href="#">Click here</a></p>
<b>Sales director/AVP – Insurance vertical</b>	<p>For a Us headquartered \$250 – 300 million BFSI focused IT services company. Pursue and win new clients in the Insurance vertical – both P&amp;C and L&amp;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, next generation application assurance, migrations to cloud, and package solutions. <b>Required experience</b> - Having pursued and won new clients (focusing on the top 20 insurers) in</p>	<p>New Jersey Boston Chicago</p>	<p><b>To check fitment</b> <a href="#">Click here</a></p>



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

## Energy and Utilities

Position	Summary	Location	Apply or refer
<b>Sales director / AVP – Energy vertical</b>	<p>For a \$5+ billion tech services company. Strategize, seed, and build a book of business in the Energy vertical in the region. It needs someone who understands the market and has the entrepreneurial zeal to build a new business. Domain services include Asset management &amp; optimization, distribution planning, supply chain ranging from planning, process optimization, plant design, industrial &amp; engineering automation, PLM, &amp; complemented by a complete suite of digital, ADM, infrastructure and BPO services.</p> <p><b>Required Experience</b> – 5 + years selling IT solutions– the recent 2-3 years into the Energy vertical. Having sold into Energy vertical in the local region, and insight or contacts to initiate early conversations and discover opportunities to engage. Seeded and pursued deals of \$10 + million TCV. KRA's will be order booking and revenue.</p>	Houston	<b>To check fitment</b> <a href="#">Click here</a>
<b>Sales director / AVP – Utilities vertical</b>	<p>For a \$5+ billion tech services company. The role will strategize, seed, and build a book of business in the Utilities vertical in the region. It needs someone who understands the market and has the entrepreneurial zeal to build a new business. Domain services include Consumer analytics, customer care, digital and mobile enablement, asset management &amp; optimization, distribution planning, supply chain ranging from planning, process optimization, plant design, industrial &amp; engineering automation, PLM, &amp; complemented by a complete suite of digital, ADM, infrastructure and BPO services.</p>	US East or Mid-West	<b>To check fitment for this role</b> <a href="#">Click here</a>



**Required Experience - 5+ years** selling IT solutions– the recent 2-3 years into the utilities vertical. Having sold into utilities vertical in the local region, and insight or contacts to initiate early conversations and discover opportunities to engage. Seeded and pursued deals of \$10 + million TCV. KRA’s will be order booking and revenue.

## Healthcare & Lifesciences

Position	Summary	Location	Apply or refer
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## Manufacturing and Hi – Tech

Position	Summary	Location	Apply or refer
<b>Sales director / AVP – Manufacturing vertical</b>	For a \$5+ billion tech services company. Strategize and pursue new client acquisition in the region for the discrete and manufacturing verticals. 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. <b>Required experience - 10+ years</b> 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	US East  Cincinnati region	<b>To check fitment</b> <a href="#">Click here</a>
<b>Sales director / AVP – Hi-tech vertical</b>	For a \$ 1 – 1.5 billion tech services company. The company is an IT / BPO / engineering services company – \$ 1 – 1.5 billion in revenues. Working for the hi-tech sales leader, the role will sell into the compute and storage	Houston  Raleigh	<b>To check fitment to the role</b>



	<p>companies. The company offers a suite of solutions in platform development, sustenance and testing across compute, software platforms, &amp; storage along with a full suite of digital, application modernization, automation, next gen data and ITO services.</p> <p><b>Required experience</b> - 5+ years in IT services with at least the last 2 – 3 years selling compute/storage, platform engineering, IV&amp;V, &amp; digital services into the hi-tech industry. Grown and built a territory or account cluster to \$ 5+ million. Experience of having pursued deals of \$10+ mil TCV. KRA's will be order booking and revenue.</p>	<p><a href="#">Click here</a></p>
<p><b>Sales director / AVP – Hi Tech</b></p>	<p>For a NASSCOM top 10 IT services company. The role will pursue and win new clients in the among Enterprise technology platforms companies, and may also be assigned an existing account to grow. The company has had significant success growing business with Hi-tech companies including startup's which have subsequently scaled to become large clients. In the hi-tech vertical, solutions offered in product and platform development, sustenance, and validation. Complementing these, a complete suite of offerings for digital engagement, corporate apps, mobility, &amp; analytics, CRM, ERP and IMS. <b>Required experience</b> – 5+ years in IT / platform services with a recent track record of selling / growing business in the hi-tech vertical. Having scaled an account or territory to \$ 5 - 7 million and pursued deals of \$ 10 + mil TCV. Having sold to or engaged with companies which offer enterprise technology platforms desirable. KRA's will be order booking and realized revenue.</p>	<p>Silicon Valley</p> <p><b>To check fitment with this role</b> <a href="#">Click here</a></p>

**Media and Telecom**

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**Retail / CPG / TTH**

Position	Summary	Location	Apply or refer
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<b>Sales director / AVP – Travel / hospitality verticals</b>	<p>For a \$ 5 + billion IT services company. The role will pursue and win new business &amp; clients in the travel &amp; hospitality industries. The company works with among the leading airlines and logistics companies. The TTHL sector is growing rapidly growing in the USA with referenceable clients especially in logistics &amp; transportation. It offers solutions in reservation &amp; distribution, CRM, loyalty management, bookings, customer analytics, transportation &amp; warehouse management, fleet management, supply chain visibility, scheduling &amp; asset management, and ERP – complemented by a full suite of technology modernization &amp; engineering services.</p> <p><b>Required experience</b> - 8+ years of sales experience with the recent 3 – 4 selling into the TTH or contiguous vertical. Demonstrated track record of building a territory – strategizing, winning new clients and mining them. A connect with travel / logistics / hospitality companies in the region will be highly desirable to ensure early productivity. Experience of pursuing deals of \$ 10 + million TCV. KRA's will be order booking and revenue.</p>	Dallas Atlanta New Jersey	<b>To check fitment to this role</b> <a href="#">Click here</a>
<b>Sales director / AVP – Retail/CG verticals</b>	<p>For a \$5+ billion IT services company. Pursue and win new clients &amp; business in the retail and CPG verticals. Retail and CG are fast growing vertical sectors for the company. The role requires a high energy sales person who can win against more visible competitors. Having sold into the sector with a network will be significant assets. Domain solutions offered include omnichannel, e-commerce, content &amp; portals, consumer analytics, store operations, digital operations management, intelligent supply chain – backed by a complete suite of digital, ADM, infrastructure and BPO services.</p> <p><b>Required experience</b> - 5+ years selling IT solutions (products or services) in the USA – the recent 2-3 years selling into the retail vertical sector. Having won new clients with potential of \$10+ million ACV. Seeded and pursued large value deals of \$10 + 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</p>	Dallas Atlanta New Jersey	<b>To check fitment to the role</b> <a href="#">Click here</a>



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