



Business leadership and corporate roles

Cross verticals

Position	Summary	Location	Apply or refer
Sales leader – Private Equity companies	<p>For a NASSCOM top 10 IT services company. Lead the strategy, engagement and go to market with private equity companies and their holdings – pursuit, alliances, best practices, business growth, and large deals. Needs an entrepreneurial leader who bring insight into the segment, the ability to build up from small and successfully compete against more visible competitors. This is a new initiative for the hiring organization. It is looking to replicate success in other market segments and grow in a focused manner with the PE holdings, helping in margin improvement and cost takeout, making available domain, technology, and business process offerings in digital engagement, corporate apps, analytics, cloud migrations, mobility, & analytics, CRM, ERP and IMS. Needs an entrepreneurial leader who bring insight into the segment, the ability to build up from small and successfully compete against more visible competitors. Required experience - Insight into the private equity industry, having sold technology solutions to them or worked with one of them for 3 – 5 years. Success in selling mid to large sized deals - \$30 – 50 million TCV. Been a direct or virtual team leader for a sales / go to market team. Has a history of having built a new market segment from small to large. KRA's will be order booking and revenue generated.</p>	US metro city	To check fitment Click here

BFSI verticals

Position	Summary	Location	Apply or refer
Sector leader – Cards & payments sub vertical	<p>For a NASSCOM top 10 IT services company. As a market maker, the role will strategize & lead pursuits for new client acquisition in the cards and payments sub vertical, be responsible for alliances, and scale existing business with</p>	Metro New York preferred	To check fitment Click here

identified clients. This is a coach player role which will build a team as the business scales. The hiring company has a referenceable engagement with a top 5 cards/payments provider. It offers solutions for platform modernization, digital payments, straight through processing, customer acquisition and analytics. These are complemented by a range of services in Digital, analytics, ADM, BPO and ITO technologies. **Required experience** - Pursued, & won new clients in the cards and payments sub vertical in the USA in the past 3 – 4 years. Led / scaled business to over \$40 million & pursued deals of over \$ 20 million TCV. Professional network in the cards & payments sub vertical to allow early conversations & productivity. Demonstrated the ability to compete and win against larger / better branded system integrators. Been a direct or virtual leader of business pursuit / growth teams. KRA's will be order booking & revenue.

Energy & Utility verticals

Position	Summary	Location	Apply or refer
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Healthcare and lifesciences verticals

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Hi-tech and Manufacturing verticals

Position	Summary	Location	Apply or refer
Large deals leader – Hi-tech vertical	For a NASSCOM top10 IT services company. The role will lead large deal pursuits across the Hi-tech business unit in America, currently a \$550 + million business unit. It will engage with advisors and TPA, build the pursuit teams, the repository of best practices, win strategies, and work with the business units to successfully lead and win large TCV deals f> \$50 million. The Hi-tech business unit has been among the	Silicon Valley Seattle	To check fitment Click here



fastest growing groups of the company and a partner to marquee clients in the industry. There is a breadth of domain, technology, and business process offerings available to combine into winning propositions for large pursuits - product and platform development, sustenance, and validation, commerce & content, SaaS migrations – backed by a complete suite of offerings for digital engagement, corporate apps, mobility, & analytics, CRM, ERP and IMS. **Required experience** - Track record of leading and winning multiple large deals of \$50+ million TCV. Demonstrated experience of bringing process, innovation, and creativity in the pursuit of large value deals – with experience in the Hi-tech or contiguous verticals. Network with analysts, advisors, influencers of the large deal processes. Track record of being able to craft and win large deals against much bigger competitors. KRA's will be successful pursuits led

Infrastructure services

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Retail / CPG / TTH verticals

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