



## Sales positions – industry verticals – hunting new business

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

### BFSI

Position	Summary	Location	Apply or refer
<b>Sales director / AVP – Insurance vertical</b>	For a \$6+ billion technology services company. The role will strategize, seed, and pursue new clients in the P&C and L&A insurance verticals in the local region. 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 and pursuing / winning new clients. Annual wins of \$ 2 – 3 million ACV and seeded and pursued deals of \$10 + million TCV. Having demonstrated ability to win business when competing against larger incumbents. A professional network with insurers in the local region will be a big plus. KRA's will be order booking and revenue.	Chicago	<b>To check fitment</b> <a href="#">Click here</a>
<b>Sales manager – Financial services verticals</b>	For a \$ 100 – 150 million tech services company. The role will 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 & 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.	New Jersey or US North East	<b>To check fitment</b> <a href="#">Click here</a>



<b>Sales director/AVP – Insurance vertical</b>	For a US headquartered \$250 – 300 million BFSI focused IT services company. 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, 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 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	Toronto	<b>To check fitment</b> <a href="#">Click here</a>
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## Energy and Utilities

Position	Summary	Location	Apply or refer
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## Healthcare and Pharma

Position	Summary	Location	Apply or refer
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## Manufacturing and hi-tech

Position	Summary	Location	Apply or refer
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## Media/Entertainment and telecom verticals

Position	Summary	Location	Apply or refer
<b>Sales director / AVP – Telecom, MVNO and Tower</b>	For a \$5+ billion IT services company. Pursue and win new clients in the telecom, cable and satellite sector in the region. The company offers domain and technology solutions in operations, billing, streaming, customer care backed by a full suite of horizontal service offerings in	Metro New York	<b>To check fitment to this role</b> <a href="#">Click here</a>



digital & commerce, analytics, digital workplace, enterprise apps & cloud migration, platform development & IV&V, & product engineering. **Required experience** – Pursued and won new clients / business in the telecom/cable or contiguous vertical in the recent 2 – 3 years. Experience of leading deals of \$10+ million TCV and annual achievement of \$6 – 10 million TCV. Familiarity / connect with the prospects and target accounts in media companies which will allow early success will be a plus. KRA's will be order booking and realized revenue.

**Sales AVP –  
Media /  
Entertainment  
verticals**

For a \$ 1+ billion US headquartered Platform Engineering / digital services company. The role will pursue / win new clients in the vertical – selling platform development, IV&V, digital and analytics services. For the media vertical, the company has offerings for OTT, cloud migration, digital advisory, experience design, content management, software engineering, & customer analytics. **Required experience** - 7+ years' sales experience in sales of technology services with the recent 2-3 years selling digital / platform engineering. Having grown a territory / account to \$5+ million and having pursued deals of \$10+ million TCV. Demonstrated ability to identify and craft deals for new business in accounts with large incumbent vendors. Having sold into the media / entertainment / broadcasting / communications verticals will be a significant plus. KRA's will be order booking and revenue.

Metro New  
York

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