



Sales positions – industry verticals – hunting new business

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

Regional sales

Position	Summary	Location	Apply or refer
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BFSI

Position	Summary	Location	Apply or refer
Sales manager / director – Financial services sector	This is 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 digital and infrastructure management services, catering to the enterprise verticals of financial services, manufacturing, retail, consumer. Given the size of the company, it is seeking entrepreneurial salespersons who can build local markets through a combination of their own outreach and leveraging inside sales and event participation. Required experience. Pursued and won new business selling digital / application dev & test / infrastructure project services. A history of success with similar size firms in the recent past (\$100 - 500 million), building their presence in new markets/prospects. Demonstrated the ability to build a new territory / win new business through a combination of self-driven outreach, inside sales and event participation. Won annual new business wins of \$2+ million in realized revenue.	New Jersey	To check fitment Click here
Sales manager – Financial services verticals	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. Required experience - Pursued and won new business selling digital / application dev & test project services. Demonstrated the ability to build a new territory	Charlotte	To check fitment Click here



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.

Energy and Utilities

Position	Summary	Location	Apply or refer
Sales director / Sr. Director – Energy sector	This is with an IT services company \$ 600+ million in revenue. The role will 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. The E&U sector is a strategic and growth sector for the company and, along with industrials, comprises over 50% of company revenue. Domain services for the energy sector include Pipeline monitoring, real time production tracking, field service monitoring, Asset visualization, MES, and PLM complemented by a complete suite of CX, digital, ERP, ADM, and infrastructure services. Required Experience - 8+ 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. Annual bookings of \$ 2- 3 million ACV and seeded and pursued deals of \$5 + million TCV. KRA's will be order booking and revenue.	Houston	To check fitment Click here

Healthcare and Pharma

Position	Summary	Location	Apply or refer
Sales AVP or higher – Pharma sector	This is for a \$5+ billion technology services company. The role will pursue and win new clients in the Pharma & Lifesciences sector in the region. The company offers domain solutions in pre-clinical and clinical IT application implementation, analytics, workflow and regulatory submittals. In addition, its technology implementation solutions cover the process chain from product lifecycle management, salesforce enablement, customer care, manufacturing & supply chain. Required experience -	US East US Midwest	To check fitment Click here



10+ years in IT services, the last 2 – 3 selling IT services to the pharma / lifesciences vertical sector. Having won annual business of \$3 – 4 million ACV and experience of pursuits of a TCV of \$ 10 + million. A network with pharma companies which will enable early conversations. Having sold into the pharma sector on behalf of a top 15 IT services company (Revenue >\$1 billion). Tenure with employer(s) of at least 4 – 5 year stretches. KRA's will be order booking and revenue growth.

Sales AVP – Health payer sector

This is for a \$5+ billion technology services company. The role will pursue and win new clients in the Healthcare payer sector in the region. The hiring firm offers domain solutions for provider network management, cost of care estimation, customer care and billing, analytics of cost of care and patient management. Complementing this is a range of legacy modernization, digital, analytics, app, BPO, & infra services. **Required experience** - 10+ years in IT services, the last 2 – 3 selling IT services to the health payer vertical sector. Having won annual business of \$3 – 4 million ACV and experience of pursuits of a TCV of \$ 10 + million. A network with health payers which will enable early conversations. Having sold into the health payer on behalf of a top 15 IT services company (Revenue >\$1 billion). Tenure with employer(s) of at least 4 – 5 year stretches. KRA's will be order booking and revenue growth.

US East
US
Midwest

To check fitment
[Click here](#)

Manufacturing and hi-tech

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Media/Entertainment and telecom verticals

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