



Sales – engineering services

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

Manufacturing & hi-tech vertical

Position	Summary	Location	Apply or refer
Client partner + regional sales lead – Industrials and Energy verticals	For a \$ 1+ billion US headquartered Platform Engineering / digital services company. The role will pursue and grow business with one or more existing industrials clients and also pursue / win new clients in the region. For the industrials vertical, the company has offerings to enable industry 4.0 migrations which include connectivity, embedded design, warehouse automation, asset management, predictive maintenance, remote diagnostics, field service enablement and supply chain management. Required experience - 7+ years' sales experience in selling digital / platform engineering services with the recent 3 – 4 years selling into the manufacturing / industrials / energy vertical. Proficiency in the manufacturing process chain from supply chain through warranty management. 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. KRA's will be order booking and revenue.	Upper Midwest	To check fitment Click here
Practice sales leader – software platform engineering services	For a US headquartered technology services company, \$100 – 150 million in revenue. The company has a history of building smaller platforms and accelerators, some of which are now getting licensed. Leveraging this, it has signed a platform development partnership with one of the largest hyperscalers and is looking to now expand this stream of work. It is seeking an entrepreneurial leader who will front-end this effort, work with the hunting and account sales teams, and scale the market for platform development & IV&V. In addition to the growing platform development and IV&V capability, the company offers a suite of technology offerings clustered around 3 areas – application modernization, data modernization / insights, and infrastructure management / cloud migration. In addition to bespoke services, it has invested in its own IP and platforms for analytics and cloud. Required experience - Pursued and won new business selling	Hi-tech hub city	To check fitment Click here



software platform development / IV&V offerings, preferably to the ISV or similar sectors. Having led a territory or cluster of accounts of \$20+ million and delivered annual bookings of \$5+ million ACV. A history of success with similar size firms in the recent past (sub \$ 500 million), building their presence in new markets/prospects and against tier 1 SI's will be an asset. Location near a hi-tech or ISV hub. KRA's will be order booking and revenue growth.

Telecom and media verticals

Position	Summary	Location	Apply or refer
Client partner – Media / Entertainment verticals	For a \$ 1+ billion US headquartered Platform Engineering / digital services company. The role will pursue and grow business with one or more Media, Broadcasting & Publishing companies – 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