



Sales – digital and engineering services

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

Telecom and media verticals

Position	Summary	Location	Apply or refer
Client partner – hi-tech vertical – engineering services	This is with an IT/engineering services company – about \$ 6+ billion in revenue. Working with the global client partner, the role will pursue and grow business with Google. This is a strategic client and the hiring firm has grown significantly here in the recent years. The hiring company offers a range of solutions & services in platform development, sustenance, and IV&V in addition to offerings in digital, analytics, and the full spectrum of ADM and ITO. Required experience - 10 + years of IT services experience with the recent 3 – 4 selling platform development / IV&V or digital services to the hi-tech vertical. Track record of crafting/ pursuing and winning deals of \$ 5 + million & scaling business to \$10+ million. Having sold platform engineering solutions to Google or one of the larger Hi-tech companies will be a plus. KRA's will be new revenue realized and margins.	Silicon Valley	To check fitment Click here