



## 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
<b>Sales Director / AVP– ISV and platform enabled sectors</b>	This is with a \$ 1.5 + billion digital and engineering services company. The role will pursue and win new clients in the platform enabled businesses (e.g. Intuit, Lexis Nexis), ISV's or SaaS companies - selling platform development, IV&V, digital and analytics services. It may also be assigned responsibility to grow an existing account. The hiring company is among the pioneers in “lab for hire” and specializes in platform development, IV&V, modernization, sustenance and analytics – across industries – for any business or industry looking to build software platforms to drive business outcomes. <b>Required experience</b> - 10+ years’ sales experience in sales of technology services with the recent 2-3 years selling digital / platform engineering. Having sold into the ISV / platform enabled businesses / media / entertainment / publishing / E-commerce verticals in recent 2 – 3 years. 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.	Silicon Valley  Metro New York	<b>To check fitment</b> <a href="#">Click here</a>
<b>Client partner – hi-tech vertical – engineering services</b>	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. <b>Required experience</b> - 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	Silicon Valley	<b>To check fitment</b> <a href="#">Click here</a>



will be new revenue realized and margins.