



Sales positions – industry verticals – hunting new business

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

Banking and financial services

Position	Summary	Location	Apply or refer
Sales director / AVP – Cards and payments sector	The position is with a \$600+ million technology services company. The role will pursue and win new clients in the cards and payments industry. The company has a large and reference client in this industry. For this sector, the hiring firm offers solutions in digital processing of cards, digital lending and leasing, portfolio management and reporting, clearing and settlement, omnichannel for retail banking, governance/risk/compliance and reporting – backed by a full suite of digital, cloud, ADM and infrastructure offerings. Required experience - 5+ years of IT services experience and the recent 2- 3 pursuing and winning new clients in the payments/cards/retail banking sectors. Having grown business to \$5+ million and having proactively seeded digital & IT services deals of \$5 million or larger. Demonstrated ability to compete and win against tier 1 IT services companies. KRA's will be order booking and realized revenue	US Financial services hub location	To check fitment Click here

Energy and Utilities

Position	Summary	Location	Apply or refer
AVP / VP – New business (hunting) – Energy sector	This is with a \$600 - 700 million IT services company. The role will identify, pursue and win new clients in the oil and gas and surround sectors – leveraging past experience and C level connect. It is expected that the incumbent will come with significant relationships so as to hit the ground running. For the Oil and Gas sector, the company has solutions for industry 4.0 including connected operations, real time data management, asset management, and pipeline monitoring – backed by a full line of MES, ERP, analytics and infrastructure services. Required Experience - 15 + years' experience in IT services, with a significant part of this in the oil and gas / energy / manufacturing sectors. Recent 3-4 years winning new business in the oil and gas / energy / industrial sectors and demonstrated wins of \$10+ million	Texas	To check fitment Click here



in annual bookings from new clients. Experience of having seeded and pursued deals of \$10 – 15 million TCV. The ability to demonstrate a history and network of connects in the O&G and supporting industries and a clear territory plan to achieving annual booking in the \$10 million TCV range in year 1. Understanding of the processes of the energy sector like field service management, asset management, supply chain and industry 4.0 themes. KRA's will be order booking, margins, and realized revenue

Healthcare and lifesciences

Position	Summary	Location	Apply or refer
Sales director / Sr. Director – Pharma sector	<p>This is with a \$600 + million IT services company. The role will pursue & win new clients in the pharma and lifesciences sector. For the pharma / health vertical, the company has solutions for customer engagement management, supply chain optimization, MES, ERP, and inventory management solutions complemented by a full suite of digital, CRM, analytics and ERP offerings.</p> <p>Required Experience - 10+ years' experience in IT services and having sold technology solutions / won new clients in the pharma vertical in the recent 2-3 years. Understanding of the pharma domain themes – drug discovery, covigilance, supply chain & distribution. Experience of having sold app modernization, cloud migration and digital transformation themes. Having booked \$2-3 million ACV in recent years and pursued deals of \$5+ million TCV. KRA's will be order booking, margins, and realized revenue</p>	US West US upper East	To check fitment Click here