



## Business leadership and corporate roles

### Cross verticals

Position	Summary	Location	Apply or refer
<b>Large deals leader</b>	For a NASSCOM top 10 IT services company. Lead large deal pursuits across the enterprise verticals in North America, a \$ 1 + billion unit. It will engage with advisors and TPA, build the pursuit teams, the repository of best practices, win strategies, and work with the business units to successfully lead and win large TCV deals > \$50 million. The enterprise unit comprises BFSI, Automotive, Aerospace, manufacturing, energy and utility verticals. There is a breadth of domain, technology, and business process offerings available to combine into winning propositions for large pursuits. <b>Required experience</b> - Track record of leading and winning multiple large deals of \$50+ million TCV. Demonstrated experience of bringing process, innovation, and creativity in the pursuit of large value deals – with experience in the enterprise verticals. Network with analysts, advisors, influencers of the large deal processes. KRA's will be successful pursuits led	US East or Midwest	<b>To check fitment</b> <a href="#">Click here</a>

### BFSI verticals

Position	Summary	Location	Apply or refer
<b>Sector Leader – Cards and Payments</b>	For a NASSCOM top 10 IT services company. As a market maker, the role will strategize & lead pursuits for new client acquisition in the cards and payments sub vertical, be responsible for alliances, and scale existing business with identified clients. This is a coach player role which will build a team as the business scales. The hiring company has a referenceable engagement with a top 5 cards/payments provider. It offers solutions for platform modernization, digital payments, straight through processing, customer acquisition and analytics. These are complemented by a range	US financial services hub  Metro New York preferred	<b>To check fitment</b> <a href="#">Click here</a>



of services in Digital, analytics, ADM, BPO and ITO technologies. **Required experience** - Pursued, & won new clients in the cards and payments sub vertical in the USA in the past 3 – 4 years. Led / scaled business to over \$40 million & pursued deals of over \$ 20 million TCV. Professional network in the cards & payments sub vertical to allow early conversations & productivity. Demonstrated the ability to compete and win against larger / better branded system integrators. Been a direct or virtual leader of business pursuit / growth teams. KRA's will be order booking & revenue

## Energy & Utility verticals

Position	Summary	Location	Apply or refer
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## Healthcare and lifesciences verticals

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## Hi-tech and Manufacturing verticals

Position	Summary	Location	Apply or refer
<b>Large deals leader – Hi-tech vertical</b>	For a NASSCOM top10 IT services company. The role will lead large deal pursuits across the Hi-tech business unit in America, currently a \$550 + million business unit. It will engage with advisors and TPA, build the pursuit teams, the repository of best practices, win strategies, and work with the business units to successfully lead and win large TCV deals f> \$50 million. The Hi-tech business unit has been among the fastest growing groups of the company and a partner to marquee clients in the industry. There is a breadth of domain, technology, and business process offerings available to combine into winning propositions for large pursuits - product and platform development, sustenance, and validation, commerce & content, SaaS migrations – backed by a	Silicon Valley Seattle	<b>To check fitment</b> <a href="#">Click here</a>



complete suite of offerings for digital engagement, corporate apps, mobility, & analytics, CRM, ERP and IMS. **Required experience** - Track record of leading and winning multiple large deals of \$50+ million TCV. Demonstrated experience of bringing process, innovation, and creativity in the pursuit of large value deals – with experience in the Hi-tech or contiguous verticals. Network with analysts, advisors, influencers of the large deal processes. Track record of being able to craft and win large deals against much bigger competitors. KRA's will be successful pursuits led

### Infrastructure services

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### Retail / CPG / TTH verticals

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