



Account manager / Client partner – industry verticals – all services

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

BFSI verticals

Position	Summary	Location	Apply or refer
Account director – Banking/capital markets vertical	<p>The position is with a \$600+ million technology services company. The role will sell into MUFG. This is a client for some years and with a fair existing presence. The role will be primarily tasked to map and hunt for new business within the account. For the BFS vertical sector, the hiring firm offers solutions in omnichannel for retail banking, digital processing of cards, digital lending and leasing, portfolio management and reporting, clearing and settlement, asset management, , 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 growing business with a financial services client or territory. 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 in a competitive account. Having worked in, delivered to or sold to MUFG in recent years and an understanding of the buying centers in technology services is highly desirable. KRA's will be order booking and realized revenue.</p>	New Jersey	To check fitment Click here
Account director – Banking/capital markets vertical	<p>The position is with a \$600+ million technology services company. The role will sell into Citibank. This is a new client for the hiring company so it's a map and hunt for new business position with negligible existing run rate of business. For the BFS vertical sector, the hiring firm offers solutions in omnichannel for retail banking, digital processing of cards, digital lending and leasing, portfolio management and reporting, clearing and settlement, asset management, 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 growing business with a large financial services client or territory. Having worked in, delivered to or sold to Citibank in recent years and an understanding of the buying centers in technology services. Having grown business to \$5+ million and having proactively seeded</p>	Dallas	To check fitment Click here



	digital & IT services deals of \$5 million or larger. Demonstrated ability to compete and win against tier 1 IT services companies in a competitive account. KRA's will be order booking and realized revenue.		
Client partner – P&C Insurance	This is with an IT services company \$ 5+ billion in revenue. The role will strategize, seed, and grow an existing client in the P&C / Commercial lines of insurance. For the insurance sector, offerings include solutions to support business underwriting, claims, policy administration, and customer care; complemented by a complete suite of digital, ADM, infrastructure and BPO services. Required Experience - 8+ years selling IT solutions– the recent 2-3 years into the P&C or commercial Insurance vertical. Grown an account or territory to \$8-10 million. Seeded and pursued deals of \$10+ million TCV. Having demonstrated ability to seed proactive solutions and grow business when competing against larger incumbents. KRA's will be order booking and revenue.	Cincinnati	To check fitment Click here
Client partner – Life and annuities Insurance	This is with an IT services company \$ 5+ billion in revenue. The role will strategize, seed, and grow an existing client in the Life and annuities lines of insurance. For the insurance sector, offerings include solutions to support business underwriting, claims, policy administration, and customer care; complemented by a complete suite of digital, ADM, infrastructure and BPO services. Required Experience - 8+ years selling IT solutions– the recent 2-3 years into the Life Insurance or contiguous vertical. Grown an account or territory to \$8-10 million. Seeded and pursued deals of \$10+ million TCV. Having demonstrated ability to seed proactive solutions and grow business when competing against larger incumbents. KRA's will be order booking and revenue.	Des Moines	To check fitment Click here

Healthcare and Lifesciences verticals

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Hitech and manufacturing verticals

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Account manager Manufacturing vertical	<p>This is with an IT services company \$ 600+ million in revenue. The role will pursue and grow business with Cummins. This is a longstanding existing client with revenue in double digit millions – most of it originating in their Indianapolis corporate location. Cummins has opened a tech hub in Atlanta in early 2023. This role will be tasked to map it and grow business with groups in this Atlanta tech hub. For the manufacturing vertical sector, the company has strong reference clients and offers a rich suite of offerings ranging from IOT, MES, supply chain, PLM – with a complete range of SAP, Oracle Apps, digital analytics and infrastructure offerings –an opportunity to cross sell a range to build on the current footprint. Required experience – 5 + years in IT services, the recent 2 – 3 years pursuing/winning business with new or existing clients in the manufacturing vertical. Having led / grown an account or territory in the \$ 5+ million revenue range. Annual win rate of \$ 2-3 million ACV range with large deal pursuit experience of pursuing deals of \$5 + million TCV. Experience selling domain led digital, ERP, ADM & modernization solutions. Track record of seeing proactive solutions and competing successfully with Tier 1 competitors. KRA's will be order booking and realized revenue.</p>	Atlanta	To check fitment Click here
Client partner – Hi-tech vertical	<p>For a \$600+ million technology services company. The role will pursue and grow business with HP. This is a longstanding relationship with revenue in double digits. The goal is to scale this and sell the full spectrum of services offered by the hiring company. For the Hi-tech & manufacturing vertical sector, the company offers a services suite ranging from manufacturing and supply chain, product lifecycle management, customer analytics, IOT, & cloud migrations – with a complete range of SAP, Oracle and application modernization offerings –an opportunity to cross sell a range to build on the current footprint. Required experience -10 + years in IT services, the recent 2 – 3 years pursuing/winning business with new or existing clients in the hi-tech vertical. Having grown a territory or client to \$10 million or larger. Annual win rate of \$ 4-5 million ACV range with large deal pursuit experience of pursuing deals of \$10 + million TCV. Experience selling product ERP. Testing, PLM, intelligent manufacturing and customer experience solutions. Track record of seeing proactive solutions and competing successfully with Tier 1 competitors. KRA's will be order booking and realized revenue.</p>	Houston	To check fitment Click here



Media and telecom verticals

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