



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
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

Position	Summary	Location	Apply or refer
Client partner & regional sales – Lifesciences vertical	For a \$600+ million IT services company. The role will be responsible for and grow business in the region with existing clients and new prospects in the med devices and life sciences industries. For the life sciences sector, the company has solutions for connectivity & communications, IOT, device portals, customer engagement management, PLM, supply chain optimization, and inventory management solutions complemented by a full suite of digital, CRM, analytics and ERP offerings. Required Experience - 8+ years' experience in IT services and having sold technology solutions / done account mining in the life sciences / med devices or contiguous vertical in the recent 2-3 years. Understanding of the domain processes of the industry – drug / device lifecycle, PLM, clinical trials, connectivity, inventory and warehouse management. Experience of having sold connectivity, app modernization, cloud migration and digital transformation themes. Having led a territory or account size of \$ 5 - 10 million and pursued deals of \$5 + million TCV. KRA's will be order booking, margins, and realized revenue.	Minneapolis	To check fitment Click here
Client partner – Healthcare provider vertical	This is with an IT services company \$ 5+ billion in revenue. The role will pursue grow business with Mayo clinic. The goal is to grow is past \$10 million. The hiring company has domain solutions to support remote patient monitoring, drug inventory and supply chain, central ops and command center, telemedicine and virtual care, admissions and billing; complemented by a complete suite of digital, cloud, ADM, infrastructure and BPO services. Required Experience - 10+ years selling IT solutions– the recent 3 – 4 in the healthcare provider / services sector. Having grown a client or territory to \$10+ million. Having worked with a top 10 IT services company in the recent 3-4 years. Seeded and pursued deals of \$10 + million TCV. A track record of growing and winning business against larger incumbents. KRA's will be order booking and revenue.	Minneapolis Seattle	To check fitment Click here



Client partner – Healthcare provider vertical	This is with an IT services company \$ 5+ billion in revenue. The role will pursue grow business with Mayo clinic. The goal is to grow is past \$10 million. The hiring company has domain solutions to support remote patient monitoring, drug inventory and supply chain, central ops and command center, telemedicine and virtual care, admissions and billing; complemented by a complete suite of digital, cloud, ADM, infrastructure and BPO services. Required Experience - 10+ years selling IT solutions– the recent 3 – 4 in the healthcare provider / services sector. Grown a territory or client to \$5+ million. Having worked with a top 10 IT services company in the recent 3-4 years. Seeded and pursued deals of \$5 + million TCV. A track record of growing and winning business against larger incumbents. KRA's will be order booking and revenue.	St. Louis, MO	To check fitment Click here
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Hitech and manufacturing verticals

Position	Summary	Location	Apply or refer
Client partner and regional sales – Manufacturing vertical	For a technology services company \$ 600+ million in revenue. The role will scale an existing client and also pursue and win new clients in the manufacturing vertical in the region. 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 – 10 + years in IT services, the recent 2 – 3 years pursuing/winning business with new or existing clients in the manufacturing or contiguous vertical (pharma / hi-tech / CPG). Annual win rate of \$ 4-5 million ACV range with large deal pursuit experience of pursuing deals of \$10 + 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.	Indianapolis or short commute	To check fitment Click here



Client partner – Hi-tech vertical	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 \$20 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 lifecycle, 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.	Houston	To check fitment Click here
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Media and telecom verticals

Position	Summary	Location	Apply or refer
Client partner – Telecom / hitech vertical	For a \$600+ million IT services company. The role will pursue grow business with T- Mobile. This is a strategic client. The CME vertical sector is growing rapidly and has been carved out as a strategic vertical for the company. The solution set includes industry solutions like contract lifecycle management & customer care, complemented by a full suite of digital, CRM, analytics and ERP offerings. Required Experience - 10+ years' experience in IT services and having sold technology solutions in the telecom, communications, media or hi-tech verticals in the last 2 – 3 years. Experience of having sold app modernization, cloud migration and digital transformation themes. Having led an account size of \$ 10+ million and pursued deals of \$10+ million TCV. KRA's will be order booking, margins, and realized revenue	Seattle	To check fitment Click here