Valenco

Sales positions – industry verticals – hunting new business

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

Territory and regional sales

Position	Summary	Location	Apply or refer
Sales director / AVP – Data and application modernization	This is with a tech services company, focused on data modernization and cloud migrations with revenue in the $70 – 100 million range. The roles will pursue and win new clients for data and application modernization – centered around the Microsoft and Databricks technologies. The go to market cadence will be to work very closely with the MS and Databricks go to market teams to win these new clients hence past engagement with these platform firms will be essential to success. The hiring firm is very sharply focused on the Microsoft and Databricks technology stacks and offers solutions for data (ETL, data and BI) modernization, cloud data migration, data quality, governance and application modernization. **Required experience -** Worked closely with the MS and Databricks go to market teams to win new clients for data and application modernization projects. Annual win rate of $2-3 million TCV and realized revenue of $1-1.5 million ACV. Successfully worked with a sub $200 million tech services company and competed / won against the larger SI's. Understanding of the data and cloud modernization journey to be able to take the first level conversation with prospective clients. KRA's will be order booking and realized revenue	US Metro city	**To check fitment** Click here

Banking / Capital markets / Insurance

Position	Summary	Location	Apply or refer
Sales director / AVP – BFSI Sector	This is for a $ 100 – 150 million tech services company. The role will pursue and win new clients for application services in the BFSI sectors. The hiring company is focused on digital and infrastructure management services, catering to the enterprise verticals of financial services, manufacturing, retail, consumer. Given the size	NJ – Boston corridor	**To check fitment** Click here

	of the company, it is seeking entrepreneurial salespersons who can build local markets through a combination of their own outreach and leveraging inside sales and event participation. Required experience - Pursued and won new clients for digital / application dev & test / infrastructure project services in the BFSI sectors. A history of success with similar size firms in the recent past ($100 - 500 million), building their presence in new markets/prospects. Demonstrated the ability to build a new territory / win new business through a combination of self-driven outreach, inside sales and event participation. Won annual new business wins of $2+ million in realized revenue. KRA's will be order booking and revenue growth. While the hiring company has not set a limitation, given our understanding of the role / service offerings and current team composition, we would see someone with 10 - 20 years of total experience a good fit.	

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 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	Any location	**To check fitment** **Click here**

	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	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. **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	US Metro city	**To check fitment** **Click here**