



Sales positions – industry verticals – hunting new business

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

BFSI

Position	Summary	Location	Apply or refer
Sales Director / AVP – Insurance vertical	<p>This is with an IT services company \$ 600 -700 in revenue. The insurance vertical sector for the company is small and a charter for this position will be to pursue and win new clients in the P&C sector. It may also be tasked to grown one or more small existing clients. For the insurance sector, solutions address automation of claims, audits, fraud analytics and digital workspace – complemented with a suite of digital, ADM, analytics and infrastructure services.</p> <p>Required Experience - 5+ years selling IT solutions– the recent 2-3 years into the P&C Insurance vertical. Demonstrated track record of strategizing a territory for insurance, identifying right fit solutions and pursuing / winning new clients. Having demonstrated ability to seed proactive solutions and grow business when competing against larger incumbents. Grown an account or territory to \$5+ million. Seeded and pursued deals of \$5 + million TCV. A network of connects in the sector to enable early conversations will be a big plus. KRA’s will be order booking and revenue.</p>	New Jersey Dallas Chicago Charlotte	To check fitment Click here
Sales director / AVP – L&A insurance sector	<p>This with a growing \$ 250 - 300 million US headquartered IT services company focused on the BFSI verticals. It is a known name in the insurance sector. The role will pursue and win new clients in the L&A insurance vertical. Focus on the top 20 insurers which have potential to grow business to \$10+ million. The company has a very good reference able base of existing clients in insurance and offers solutions for Bureau rating, client analytics, and client digital engagement in addition to modernization of application platforms, next generation application assurance, migrations to cloud, and package solutions.</p> <p>Required experience - Having pursued and won new clients (focusing on the top 20 insurers) in the L&A Insurance vertical for IT solutions. Association and network with insurers in the local market to enable early productivity. Proficiency in the L&A sector processes of customer care, claims, annuity management, billing. Pursued and scaled a</p>	NJ MA CT	To check fitment Click here



territory for application development and modernization services to \$5+ million and experience of having pursued deals of \$5+ million TCV. KRA's will order booking & revenue generated.

Energy and Utilities

Position	Summary	Location	Apply or refer
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Healthcare and Pharma

Position	Summary	Location	Apply or refer
Sales AVP or higher – Pharma sector	This is for a \$5+ billion technology services company. The role will pursue and win new clients in the Pharma & Lifesciences sector in the region. The company offers domain solutions in pre-clinical and clinical IT application implementation, analytics, workflow and regulatory submittals. In addition, its technology implementation solutions cover the process chain from product lifecycle management, salesforce enablement, customer care, manufacturing & supply chain. Required experience - 10+ years in IT services, the last 2 – 3 selling IT services to the pharma / lifesciences vertical sector. Having won annual business of \$3 – 4 million ACV and experience of pursuits of a TCV of \$ 10 + million. A network with pharma companies which will enable early conversations. Having sold into the pharma sector on behalf of a top 15 IT services company (Revenue >\$1 billion). Tenure with employer(s) of at least 4 – 5 year stretches. KRA's will be order booking and revenue growth.	US East US Midwest	To check fitment Click here
Sales AVP – Health payer sector	This is for a \$5+ billion technology services company. The role will pursue and win new clients in the Healthcare payer sector in the region. The hiring firm offers domain solutions for provider network management, cost of care estimation, customer care and billing, analytics of cost of care and patient management. Complementing this is a range of legacy modernization, digital, analytics, app, BPO, & infra services. Required experience - 10+ years in IT services, the last 2 – 3 selling IT services to the health payer vertical sector.	US East US Midwest	To check fitment Click here



Having won annual business of \$3 – 4 million ACV and experience of pursuits of a TCV of \$ 10 + million. A network with health payers which will enable early conversations. Having sold into the health payer on behalf of a top 15 IT services company (Revenue >\$1 billion). Tenure with employer(s) of at least 4 – 5 year stretches. KRA's will be order booking and revenue growth.

Manufacturing and hi-tech

Position	Summary	Location	Apply or refer
Sales Director / AVP– ISV and platform enabled sectors	This with a growing platform engineering company with revenue of \$50 – 75 million. The company is rapidly growing and looking to expand its sales footprint in new gen digital and platform development, selling to ISV's in the \$10 – 100 million revenue range. The hiring form organizes a lot of marketing events. The person will need to filter from long leads and then shortlist and pursue to get meetings and further the sales cycle. There is a lot of top of the funnel and middle of the funnel work. It's a high volume and high travel role. Offerings include Software engineering, Cloud development, Devops, software testing, and UI/UX. Their successes have been with small ISV's supporting the retail, restaurant, ISV and Fintech industries. Required experience - Successful track record of winning new business & clients for platform development services – digital, platform development, validation and sustenance to the small ISV's - \$200 million and smaller. Demonstrated ability to handle a high volume of prospects, pursue them, shortlist and then pursue for business. Having built a new territory / region, with limited handholding. A history of success with similar size firms (\$50 – 300 mil), building their presence in new markets/prospects and against tier 1 SI's. KRA's will be order booking and revenue.	US tech hub location	To check fitment Click here

Media/Entertainment and telecom verticals



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