



Sales positions – service lines/hizontals

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

BPO services

Position	Summary	Location	Apply or refer
----------	---------	----------	----------------

Cloud and infrastructure services

Position	Summary	Location	Apply or refer
----------	---------	----------	----------------

Digital & Analytics services

Position	Summary	Location	Apply or refer
Sales practitioner / AVP – Data and Analytics – Utility / energy sectors	<p>For a \$ 6+ billion technology services company. Work with the vertical sales team to strategize, propose, and solution pursuits to grow business in Data and Analytics offerings focusing on the manufacturing and utility verticals. It is a quota carrying role and will involve active travel. The role scope will include complete pipeline strategy, solutioning, pursuit and win. It will also actively work with building partnerships with partners like Azure, AWS, GCP, IBM and Snowflake to enable competency and joint GTM. The hiring company offers a spectrum of data and analytics offerings including – data for machine learning, DW modelling and data lake implementations, data migrations and warehouse management, governance, quality management & visualization.</p> <p>Required experience -10 + years’ experience in data & analytics consulting, solutioning, and go to market. Having actively engaged in solutioning and pursuits into the utility / energy verticals. Led entire business pursuits from initial planning through proposals, defense & deal closure, and carried business quota of \$10+ million. KRA’s will be business won and revenue generated</p>	Atlanta Charlotte Florida	To check fitment Click here
Practice sales – AI/ML and intelligent automation	<p>For an IT services company – \$5+ billion in revenue. The role will work with the vertical sales team to strategize, propose, and solution pursuits to grow business in AI-ML and intelligent automation offerings to existing clients and new prospects. The role scope will include complete</p>	New Jersey	To check fitment Click here



pipeline strategy, solutioning, pursuit and win. The hiring company has offerings for AI and IA strategy, maturity and roadmap, setting up of rapid POT's, AI / ML governance, model monitoring and training. In addition, it has invested in building its own accelerators for AI assessments, IA service automation, adoption and acceleration. **Required experience** - 5 + years' experience in AI/ML, intelligent automation consulting, solutioning, and go to market. Led entire business pursuits from initial planning through proposals, defense & deal closure, and carried business quota of \$10+ million. KRA's will be business won and revenue / margin generated.