

Business leadership and corporate roles

BFSI

Position	Summary	Location	Apply or refer
Sales leader – Cybersecurity services - USA	<p>This is for a fast growing \$40+ million cybersecurity services firm which has doubled revenues the past 3 years. This is part of a \$85 million technology services company and its largest business unit. Working for the CEO, the role will lead a national sales team, grow all existing clients and pursue new logos to acquire with a goal to double the business in the next 3 – 4 years. The company is aiming for very rapid growth – both organic and inorganic and looking for a leader who can scale as the company grows. The hiring firm offers the full range of cyber services – Identity/access management, cybersecurity risk advisory, security verification, security engineering, managed detection and response and cloud security. Required experience - Demonstrated history as a national or very large region sales leader who has pursued growth for technology services in existing accounts and won new clients in the USA. Has led sales growth to \$50+ million. Has sold / brings familiarity with the offering set in cybersecurity. Does not have to be a subject matter expert but should have an understanding of key offerings in cybersecurity. Demonstrated an ability to win business for a small company (sub \$300 million) when competing against leading brands of the IT services industry. Having built and led teams of account / sales managers and made them successful. KRA's will be order booking and revenue growth.</p>	<p>US East or Midwest</p>	<p>To check fitment Click here</p>
Sales leader – BFS sectors - USA	<p>This is for a sales leader for an IT services company, very Capital Markets focused. While the overall revenue is in the \$100 mil range, a very large chunk comes from India and ME. 20% of overall revenue is in the USA. This position will get to drive this \$20 million existing book with a goal to double it in the next 3 – 5 years - organic. They will buy a company soon to expand service offerings in the USA and increase pace of growth. A reputed PE has recently taken a big stake. The company has a single</p>	<p>Preferred North East but other locations an option too</p>	<p>To check fitment Click here</p>

sector of focus i.e. Capital markets and more so in the equities / trading / management. In this space it offers app / digital modernization and has a good history and credential. The additional service line is application development for identity/access management and related areas of security. **Required Experience** - The company is seeking a leader who is pure sales – very active new business hunting background and in capital markets especially the equities / bond / trading companies. Will have to bring a good network in capital markets. Bring reach. Have experience of integrating a buy. Ability to attract sales talent will be a big plus. It will be a role with aggressive timelines to show results. PE expectations for results will be high. Compensation will include stock.

Sales leader – existing customers

This is for a fast growing \$20 million technology services company which has been featured in the Inc. regional 100 fast growing and Forbes 1000 fast growing companies. Working for the CEO, the role will own and grow all existing clients. With growth, she/he will also build out a team and mentor and make them successful. The company is aiming for very rapid growth – both organic and inorganic and looking for a leader who can scale as the company grows. The hiring firm has modelled its services to support AI and cloud adoption. The range of offerings include AI advisory, data modelling and migration, master data management, cloud migration, process automation and application modernization. **Required experience** - Pursued and won new business for application modernization / migration / testing / maintenance, cloud migration, automation and AI adoption. Demonstrated the ability to map and strategize large clients and engage with them in the initial discovery of opportunities. Demonstrated an ability to win business for a small company (sub \$100 million) when competing against leading brands of the IT services industry. Having built and led teams of account / sales managers and made them successful. Having a history of leading programs / tech initiatives will be a plus. KRA's will be order booking and revenue growth.

Chicago

US Midwest

US East

To check fitment
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Valenco