



## Account manager / Client partner – industry verticals – all services

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

### BFSI and services verticals

Position	Summary	Location	Apply or refer
<b>Account director – Banking/capital markets vertical</b>	The position is with a \$600+ million technology services company. The role will sell into a group of clients in the capital markets vertical sector. The current book of business is in the low \$ double digit millions. The role will be primarily tasked to map and hunt for new business within the accounts. For the BFS vertical sector, the hiring firm offers solutions in portfolio management and reporting, clearing and settlement, asset management, , governance/risk/compliance and reporting, omnichannel for retail financials, digital processing of cards, digital lending and leasing, – backed by a full suite of digital, cloud, ADM and infrastructure offerings. Required experience - 5+ years of IT services experience and the recent 2- 3 growing business with a capital markets / financial services client or territory. Having grown business to \$10+ million and having proactively seeded digital & IT services deals of \$5 million or larger. Demonstrated ability to compete and win against tier 1 IT services companies in a competitive account. KRA's will be order booking and realized revenue.	New Jersey	<b>To check fitment</b> <a href="#">Click here</a>
<b>Client partner – Software engineering services – Financial services sector</b>	This is for a \$ 350+ million digital/platform engineering and data services tech company The role will pursue and win new clients for software and data modernization services in the capital markets and banking sectors. For the BFS vertical sector, the hiring firm offers solutions for software development and modernization, cloud ready engineering, test engineering and vulnerability testing, and data platform engineering to create a modern, scalable, and secure infrastructure for high volume B2C industries. There are negligible offerings in AMS, IMS and large package implementations like Oracle Apps / SAP. <b>Required experience</b> - Pursued and won new business for software development / testing / data engineering / digital modernization in the financial services verticals in the recent 2 – 3 years. Demonstrated the ability to map and strategize large clients and engage with them in the initial discovery of opportunities for platform modernization. Won annual	New Jersey – Boston corridor  Silicon Valley  Los Angeles	<b>To check fitment</b> <a href="#">Click here</a>



new business wins of \$2 – 3 million ACV in realized revenue and having pitched and pursued deals of \$5+ million TCV. Having a history of leading programs / tech initiatives will be a plus. KRA's will be order booking and revenue growth.

## CPG and retail verticals

Position	Summary	Location	Apply or refer
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## Healthcare and Lifesciences verticals

Position	Summary	Location	Apply or refer
<b>Client partner – Health provider sector</b>	This is with an IT services company \$ 6+ billion in revenue. The role will grow business with 3 – 4 clients in the health provider sector. These are currently small engagements and the goal is to grow them aggressively. It needs someone who understands the health provider sector and has the entrepreneurial zeal to build and grow business significantly. 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. <b>Required Experience</b> - 10+ years selling IT solutions– the recent 3 – 4 in the healthcare provider / services sector while working for a top 20 IT services provider. Demonstrated understanding of health provider processes like admissions, claims, customer services, patient management and inventory. Grown a territory or client to \$10 million and seeded and pursued deals of \$10 + million TCV. Has a track record of growing and winning business against larger incumbents. KRA's will be order booking and revenue. Base compensation will be in the 190 – 200K range and additional sales incentives linked to meeting revenue and margin goals.	US Midwest	<b>To check fitment</b> <a href="#">Click here</a>

## Hitech and manufacturing verticals



Position	Summary	Location	Apply or refer
<b>Client partner – Automotive vertical</b>	<p>This is with an IT services company – \$ 5 – 6 billion in revenue. The role will pursue and grow business with an existing client – with current revenue in the high single digit millions. The role requires a high energy sales person who can win against more visible competitors. Having sold into a large / competitive account will be a significant asset. The hiring company has strong domain solutions for the auto industry –manufacturing (MES, Industry 4.0), factory of the future, warehouse and supply chain and mechanical &amp; interior design - backed by a full suite of horizontal service offerings in ERP, digital &amp; commerce, analytics, digital workplace, &amp; cloud migration. <b>Required experience</b> - 8+ years selling IT solutions in the USA – the recent 3 – 4 years selling into the automotive / discrete vertical sector. Having grown an account of territory to \$10+ million. Seeded and pursued large value deals of \$10 + million TCV or higher. Track record of competing and winning against more visible large competitors. KRA's will be order booking and revenue.</p>	Detroit	<b>To check fitment</b>  <a href="#">Click here</a>
<b>Client partner and regional sales – Manufacturing vertical</b>	<p>This is with an IT services company \$ 600+ million in revenue. The roles will grow business with one or more existing clients. The revenue base is in the \$ single digit million range with a goal to grow to \$10 million. In addition, there may be goals to pursue and win new clients 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. <b>Required experience</b> – 8 + years in IT services, the recent 2 – 3 years pursuing/winning business with new or existing clients in the manufacturing vertical. Having grown a territory or account to a \$10 – 15 million annual revenue range. Annual win rate of \$2-3 million ACV range with large deal pursuit experience of pursuing deals of \$10 + million TCV. Experience selling domain led digital, ERP, ADM &amp; modernization solutions. Track record of seeing proactive solutions and competing successfully with Tier</p>	Connecticut  Atlanta  Dallas	<b>To check fitment</b>  <a href="#">Click here</a>



1 competitors. KRA's will be order booking and realized revenue.

## Media and telecom verticals

Position	Summary	Location	Apply or refer
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