Valenco

Account manager / Client partner – industry verticals – all services

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

Banking, Insurance and financial services

Position	Summary	Location	Apply or refer
Account manager – cards and payments sector	This is for a $ 100 – 150 million tech services company. Working with the senior client partner, the role will pursue and win new business with a leading cards and payments processing firm. This is a strategic client for the company with revenue in double digit $ million. It will be focused on net new business. The hiring company is focused on digital and infrastructure management services, catering to the enterprise verticals of financial services, manufacturing, retail, consumer. It is very sharply focused on the payments sector. .**Required experience.** 8+ years' experience in IT services with the recent selling new business in digital / application dev & test / infrastructure project services to the cards/payments sector. The hiring manager is particular about the sector experience. Having worked and grown business - $ 3 – 4 million ACV and pursued deals of $5+ million TCV. Having engaged with a large Fortune 200 financial company as a client will be a plus .A history of success with similar size firms in the recent past ($100 - 500 million), building their presence while competing against the much larger branded companies. Demonstrated the ability to build a new business through a combination of self-driven outreach, and proactive seeding of new ideas. KRA's will be order booking and revenue realized	Metro New York	**To check fitment** **Click here**

Media and Telecom verticals

Position	Summary	Location	Apply or refer
Client partner – and regional sales Media sector	This is with a $600+ million IT services company. The role will pursue grow business with a leading entertainment company and also pursue new clients in the media sector. The role will provide oversight to the existing work and also actively hunt for new business. The current book of business is in the $3-5 million range. This is a highly competitive account with large	Los Angeles Orlando	**To check fitment** **Click here**

incumbents. The ask is for someone who has sold to or engaged with large media companies in the past and can leverage understanding of the account and connects to initiate conversations for new work. For the media and communications sector, the solution offerings include customer experience, and analytics, contract lifecycle management, salesforce management, digital marketing, and content management, 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 in the media, communications or tech verticals in the last 2 – 3 years. Having sold to or engaged with Disney on behalf or an IT services company in the recent 2-3 years. Experience of having sold app modernization, cloud migration and digital transformation themes. Having led an account size of $ 5 – 10 million and pursued deals of $5+ million TCV. KRA's will be order booking, margins, and realized revenue