



Business leadership and corporate roles

BFSI sector

Position	Summary	Location	Apply or refer
Cluster partner – BFS vertical sector	<p>This is with an IT services company – 6+ billion in revenue. The role will lead growth for a cluster of accounts with a current run rate of \$50+ million and with a goal of scaling this to \$75+ million in the coming 3 years. This is a player coach role with the leader expected to lead new deal thinking, large deal seeding and account scaling. The leader will also be responsible for mentoring and ensuring success for a team of account managers. For the BFS sector, domain solutions offered include retirement & pension planning, wealth & asset management, payments, risk & compliance, reference data management & underwriting, bank in a box (Temenos, FIS), customer acquisition and care, solutions to support business underwriting, claims, policy administration. These are complemented by a complete suite of digital, ADM, infrastructure and BPO services.</p> <p>Required experience - Track record of strategizing a market segment and winning high TCV deals in the banking / financial services sector. Having led growth to \$50- 70 million in annual revenue. Understanding of the processes of retail/commercial/institutional banking and investment management. Having demonstrated ability to seed proactive solutions and grow business when competing against larger brands. Demonstrated history of successfully mentored a team of account / client growth execs. Experience of working with deal advisors, and industry analysts. KRA's will be order booking and realized revenue.</p>	New Jersey – Boston corridor preferred	To check fitment for this role Click here

Corporate / staff roles

Position	Summary	Location	Apply or refer
Alliance director – Cloud and cybersecurity alliances	<p>This is for a technology services company, \$100+ million in revenue. The role will be responsible for creating visibility and traction for the company with its alliance partners in cloud, cybersecurity and digital. It will be responsible for building engagement with the partner salesforce, map their offerings, work with the in—house sales and client sales teams and drive business growth. It</p>	US Metro city	To check fitment for this role Click here



will oversee enterprise pipeline of partner-specific opportunities and focus on forecasting, enablement, and performance management resulting in increase in partner-generated revenue. Create marketing plan/agenda, collateral development, and fund utilization plan with 'regional marketing'; track execution & effectiveness KPIs. **Required experience** - 10+ years' experience in business roles in the IT services industry with 3 – 4 years in alliances and partner management – especially with cloud and cybersecurity platform companies like Amazon, Microsoft, Palo Alto Networks, and Google. Having worked closely with partner sales and partner management teams to create joint go to market, marketing and innovation programs. Demonstrated experience of having worked with matrix sales teams to strategize, pursue and win business for partner led offerings. KRA's will be order booking and realized revenue.