



Sales positions – industry verticals – hunting new business

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

Regional sales

| Position | Summary | Location | Apply or refer |
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| Position | Summary | Location | Apply or refer |
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| Sales director Insurance vertical | For a US headquartered \$250 – 300 million Insurance focused IT services company. Pursue and win new clients in the Insurance vertical – both P&C and L&A. Focus on the top 20 insurers with potential to grow business to \$10+ million. The company has a reference able base of existing clients and offers solutions for Bureau rating, client analytics, and client digital engagement in addition to modernization of application platforms, next generation application assurance, migrations to cloud, and package solutions. Required experience - Having pursued and won new clients (focusing on the top 20 insurers) in the Insurance vertical for IT solutions and then mined them for growth. Track record of strategizing and building a territory for new client acquisition. Won \$ 2 million ACV p.a. in new business in the recent years and pursued deals of \$5+ million TCV. Past association and network with the P&C insurance sector in the local market to enable early productivity. KRA's will order booking & revenue generated. | New Jersey through Boston | To check fitment Click here |

Energy and Utilities

| Position | Summary | Location | Apply or refer |
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Healthcare and Pharma



| Position | Summary | Location | Apply or refer |
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| Sales AVP or higher – Pharma sector | This is for a \$5+ billion technology services company. The role will pursue and win new clients in the Pharma & Lifesciences sector in the region. The company offers domain solutions in pre-clinical and clinical IT application implementation, analytics, workflow and regulatory submittals. In addition, its technology implementation solutions cover the process chain from product lifecycle management, salesforce enablement, customer care, manufacturing & supply chain. Required experience - 10+ years in IT services, the last 2 – 3 selling IT services to the pharma / lifesciences vertical sector. Having won annual business of \$3 – 4 million ACV and experience of pursuits of a TCV of \$ 10 + million. A network with pharma companies which will enable early conversations. Having sold into the pharma sector on behalf of a top 15 IT services company (Revenue >\$1 billion). Tenure with employer(s) of at least 4 – 5 year stretches. KRA's will be order booking and revenue growth. | US East US Midwest | To check fitment Click here |
| Sales director / Sr. Director – Pharma sector | This is with a \$600 + million IT services company. The role will pursue & win new clients in the pharma and lifesciences sector. For the pharma / health vertical, the company has solutions for customer engagement management, supply chain optimization, MES, ERP, and inventory management solutions 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 / won new clients in the pharma vertical in the recent 2-3 years. Understanding of the pharma domain themes – drug discovery, covigilance, supply chain & distribution. Experience of having sold app modernization, cloud migration and digital transformation themes. Having booked \$2-3 million ACV in recent years and pursued deals of \$5+ million TCV. KRA's will be order booking, margins, and realized revenue | New Jersey Chicago Boston San Francisco | To check fitment Click here |
| Sales AVP – Health payer sector | This is for a \$5+ billion technology services company. The role will pursue and win new clients in the Healthcare payer sector in the region. The hiring firm offers domain solutions for provider network management, cost of care estimation, customer care and billing, analytics of cost of care and patient management. Complementing this is a range of legacy modernization, digital, analytics, app, BPO, & infra services. Required | US East US Midwest | To check fitment Click here |



experience - 10+ years in IT services, the last 2 – 3 selling IT services to the health payer vertical sector. Having won annual business of \$3 – 4 million ACV and experience of pursuits of a TCV of \$ 10 + million. A network with health payers which will enable early conversations. Having sold into the health payer on behalf of a top 15 IT services company (Revenue >\$1 billion). Tenure with employer(s) of at least 4 – 5 year stretches. KRA's will be order booking and revenue growth.

Manufacturing and hi-tech

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Media/Entertainment and telecom verticals

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