

SME and Delivery roles – Industry verticals

BFSI

Position	Summary	Location	Apply or refer
Vertical SME and market maker – Financial services vertical	For a NASSCOM top 10 IT services company. The role will blend vertical process and technology knowledge to proactively create new solutions & opportunities for large deals. It will work with the vertical & technology practice teams to strategize these propositions / deals for identified existing and new clients and will participate through the sales cycle. The hiring company brings good domain knowledge in commercial banking, payments & lending, consumer analytics & digital banking, partnership with banking automation packages and a complete range of services in Digital, analytics, ADM, BPO and ITO technologies. Required experience - Deep domain knowledge in one of retail / commercial banking or capital markets / investment banking. Demonstrated history of having put together large solutions (\$30+ mil TCV) for new builds / modernization or sustenance of technology applications / infrastructure – as part of a CIO organization or as an external partner. Having participated in the pre-sales cycle, estimations of scope/effort and defense of proposals. Willing and able to participate in the early stages of an organization's domain / process led solutions journey. KRA's will be order book and revenue from business wins.	US East or Midwest	To check fitment Click here

Delivery and engagement manager – Banking package implementation	For a NASSCOM top 10 IT services company. The role will lead delivery and client engagement for a large banking package implementation and a portfolio of digital and data programs with a leading bank and wealth manager. It will be responsible for the package implementation, ongoing development programs, governance, profitability, and CSAT. Required experience - A demonstrated track record of leading delivery, client engagement, CSAT, Governance and mining for a banking package like FIS or equivalent. Knowledge of banking processes / process flows and their inter relationships. Leading a large delivery engagement of a global team with 50 - 100 resources. KRA's will be success in platform implementation, CSAT, & governance.	Silicon Valley	To check fitment for this role Click here
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Automotive / aerospace & manufacturing

Position	Summary	Location	Apply or refer
Vertical SME and market maker – Auto / aero vertical	For a NASSCOM top 10 IT services company. The role will blend vertical process and technology knowledge to proactively create new solutions & opportunities for large deals. It will work with the vertical & technology practice teams to strategize these propositions / deals for identified existing and new clients and will participate through the sales cycle. The hiring company has strong domain solutions for the auto & aerospace industries –manufacturing (MES, Industry 4.0), factory of the future, warehouse and supply chain and mechanical & interior design - backed by a full suite of horizontal service offerings in ERP, digital & commerce, analytics, digital workplace, & cloud migration. Required experience - Deep domain knowledge in automotive or aerospace vertical processes & technology implementations. Demonstrated history of having put together large solutions (\$30+ mil TCV) for new builds / modernization or sustenance of technology applications /	US East or Midwest	To check fitment Click here

infrastructure – as part of a CIO organization or as an external partner. Having participated in the pre-sales cycle, estimations of scope/effort and defense of proposals. Willing and able to participate in the early stages of an organization’s domain / process led solutions journey. KRA’s will be order book and revenue from business wins

Energy and Utilities

Position	Summary	Location	Apply or refer
Vertical SME and market maker – Energy / utility verticals	For a NASSCOM top 10 IT services company. The role will blend vertical process and technology knowledge to proactively create new solutions & opportunities for large deals. It will work with the vertical & technology practice teams to strategize these propositions / deals for identified existing and new clients and will participate through the sales cycle. Domain services include Asset management & optimization, distribution planning, Plant design, Industrial & engineering automation, PLM, supply chain planning, process optimization, & data analytics solutions - complemented by a complete suite of digital, ADM, infrastructure and BPO services. Required experience - Deep domain knowledge in energy / utility vertical processes & technology implementations. Demonstrated history of having put together large solutions (\$30+ mil TCV) for new builds / modernization or sustenance of technology applications / infrastructure – as part of a CIO organization or as an external partner. Having participated in the pre-sales cycle, estimations of scope/effort and defense of proposals. Willing and able to participate in the early stages of an organization’s domain / process led solutions journey. KRA’s will be order book and revenue from business wins	US East or Midwest	To check fitment Click here

Hi-tech

Position	Summary	Location	Apply or refer
Delivery partner – hi-tech vertical (platform engineering / digital)	For a NASSCOM top 15 IT services company. The role will provide oversight and lead delivery for a growing portfolio of clients among hi-tech and tech platform companies. It will be responsible for ramp up / deployment ongoing development / IV&V programs and for governance, profitability, and CSAT. Required experience -A demonstrated track record of leading delivery, client engagement, CSAT, Governance and mining for digital & with platform development, IV&V, Agile, & microservices. Experience on having implemented commercially successful software products & services on Microsoft or AWS platforms and demonstrable hands-on experience in handling non-functionals pre and post implementation. Leading an account delivery and engagement of 50 + resources globally. Having scaled engagements from small to large bringing both operational rigor and technical credentials. Background in the hi-tech vertical desirable. KRA's will be successful scaling, program excellence, CSAT, governance.	US West Coast. Denver	To check fitment for this role Click here

Retail / CPG / TTH

Position	Summary	Location	Apply or refer
Solutions leader/ Market maker – Retail & CPG vertical	For a NASSCOM top 10 IT services company. The role will blend vertical process and technology knowledge to proactively create new solutions & opportunities for large deals. It will work with the vertical & technology practice teams to strategize these propositions / deals for identified existing and new clients and will participate through the sales cycle. The hiring company brings domain solutions offered include store operations, digital operations, intelligent supply chain, personalization, commerce & content - complemented by a complete suite of digital, ADM, infrastructure and BPO services. Required experience - Deep domain knowledge in one of retail or CPG vertical processes & technology	US East or Midwest	To check fitment Click here



implementations. Demonstrated history of having put together large solutions (\$30+ mil TCV) for new builds / modernization or sustenance of technology applications / infrastructure – as part of a CIO organization or as an external partner. Having participated in the pre-sales cycle, estimations of scope/effort and defense of proposals. Willing and able to participate in the early stages of an organization's domain / process led solutions journey. KRA's will be order book and revenue from business wins