



Sales positions – service lines/hizontals

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

Business process services

Position	Summary	Location	Apply or refer
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Digital & Analytics services

Position	Summary	Location	Apply or refer
Director / AVP SFDC sales	<p>For a \$200 – 250 million technology services company. The company is rapidly growing in the USA, is a SFDC premier partner and looking to grow rapidly in that stream of work. It is looking for an entrepreneurial leader who will front-end this effort and scale the market for them. It has in place a very robust inside sales engine to support the field sales in lead generation. The role will focus on selling SFDC implementations / migrations / integrations. This is a dedicated practice with its own go to market arm which works closely with the vertical sales persons. Required experience - Pursued and won new business selling SFDC implementations and integration services. Knowledge / experience of the SFDC partner ecosystem and the ability to work with its go to market and partner teams. A history of success with similar size firms (\$100 – 300 mil), building their presence in new markets/prospects and against tier 1 SI's will be an asset. KRA's will be order booking and revenue growth.</p>	US metro city	To check fitment Click here
Sales director / AVP – analytics solutions – CPG	<p>For a rapidly growing \$150 – 200 million analytics and business insights company. Pursue and win new clients for insight and analytics services & solutions in the CPG vertical. The hiring company has a rich portfolio of solutions for compilation and analytics of structured & unstructured data in sales and operations planning, customer behavior, revenue management, marketing effectiveness & sales enablement– backed by a rich repository of AI, data manipulation, big data & and analytics/reporting expertise &</p>	New York metro region	To check fitment to this role Click here



toolsets. **Required experience** - Domain understanding and some past pursuit of business with of the CPG or contiguous vertical. Having strategized pursued and won new business/clients in the recent 2 -3 years for tech, insight/analytics, data management, or business solutions. Having engaged with and sold to business groups (vs. IT and procurement). KRA's will be order booking and realized revenue.

Testing and assurance services

Position	Summary	Location	Apply or refer
Client partners – Testing/assurance services	For a \$200 – 250 million specialized assurance and testing services company. Own a cluster of accounts with existing business of \$5+ million with a goal to double this in the next 3 years. The accounts have existing SME and engagement managers to support new pursuits and proposals. The hiring company has a rich portfolio of test advisory & consulting, digital assurance, quality engineering, test engineering, managed services, test automation & testing solutions for digital/agile development. It is growing this portfolio into low / code and cloud / digital offerings. Required experience - 10+ years of experience in IT services with a rich experience selling testing / quality engineering / low code solutions. Experience in black box and white box testing and in new gen methodologies of test engineering and testing in agile, Dev/ops environments. Having proactively seeded and won deals of \$5+ million TCV. Experience of having successfully worked with a \$100 – 300 million company will be a plus. KRA's will be solutions identified, proposed and implemented	Atlanta Boston Dallas	To check fitment Click here

Infrastructure and cloud services

Position	Summary	Location	Apply or refer
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