



## Business leadership and corporate roles

### Cross verticals

| Position                  | Summary  | Location                  | Apply or refer  |
|---------------------------|--|---------------------------|---|
| <b>Regional VP - West</b> | <p>For a \$100 – 200 million tech services company. The current footprint in the Western region is with select hi-tech companies and a rapidly growing engagement with a top online retailer in the West. The goal is to scale these while adding new accounts in tech and other verticals. . As the regional head, the role will strategize and build this region. It will require strategy, hunting and account scaling capabilities. This is a player coach role – lead from the front, grow business and build / mentor a team as the business grows. The company offers the complete suite of technology offerings clustered around 3 areas – application modernization, data modernization and insights, and infrastructure management and cloud migration. In addition to bespoke services, it has invested in its own IP and platforms for analytics and cloud migrations which differentiate it from peers, and the goal is the sell and grow this IP led business. <b>Required experience</b> – 12 – 15 years of sales experience in IT / digital services selling global project solutions in the USA. Having strategized, pursued and built a new territory. Sold in the California / North West region especially into the Tech vertical winning new clients and scaling existing ones in the last 3 – 4 years – so as to hit the ground running. Pursued / won deals of \$10 + mil TCV or larger. Having grown a business / revenue stream of \$20+ million. Worked recently with one of the top 4 Indian outsourcing companies or with Cognizant. KRA's will be order booking and revenue growth.</p> | Silicon Valley<br>Seattle | <b>To check fitment for this role</b><br><a href="#">Click here</a> |

### BFSI & Services verticals

| Position | Summary | Location | Apply or refer |
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## Energy & Utility verticals

| Position | Summary | Location | Apply or refer |
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## Healthcare and lifesciences verticals

| Position | Summary | Location | Apply or refer |
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## Hi-tech and Manufacturing verticals

| Position | Summary | Location | Apply or refer |
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## Retail / CPG / TTH verticals

| Position | Summary | Location | Apply or refer |
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