



Business leadership and corporate roles

BFSI

Position	Summary	Location	Apply or refer
Senior client partner – Insurance (Annuities & retiral) client	This is with an IT services company \$ 5+ billion in revenue. The role will strategize, seed, and grow an existing client – Jackson National – a leader in annuities and investment products. This is a large client (\$50+ million) and the goal is to significantly increase business. For the insurance sector, offerings include solutions to support business customer care and distribution, underwriting, claims, policy administration, and customer care; complemented by a complete suite of digital, ADM, infrastructure and BPO services. Required Experience - 8+ years selling IT solutions– the recent 2-3 years into the life insurance of contiguous vertical. Grown an account or territory to \$35+ million. Seeded and pursued deals of \$10+ million TCV. Having demonstrated ability to seed proactive solutions and grow business when competing against larger brands. Led business growth in the insurance / FS vertical groups of one of the leading global outsourcers – Accenture / TCS / Cognizant / Infosys / Wipro / LTIMindtree in the recent 3 – 5 years. KRA's will be order booking and revenue.	Detroit, MI	To check fitment Click here

Diversified industries

Position	Summary	Location	Apply or refer
Sales VP - existing clients and hunting	This is with a US headquartered digital and engineering services company, revenue of \$1.5 - 2 billion. The role will individually engage and also lead a team to grow business with existing clients across industries – especially in commerce, distribution, e-learning, & transaction processing. These companies are PE assets and hence engagement with the PE principals to also build a pipeline of prospects among companies they invest in will be important to success. The PE group is a very well-established channel within the company and constitutes	Silicon Valley Metro New York	To check fitment Click here



over 25% of current revenue. The hiring company is among the pioneers in “lab for hire” and specializes in platform development, IV&V, modernization, sustenance and analytics – across industries – for any business or industry looking to build software platforms to drive business outcomes. **Required experience** - 15 + years of technology services experience, with experience in strategizing and selling multiyear deals for platform development and sustenance. In the recent 3 – 4 years, grown a territory or account cluster to \$ 50 + million and experience of pursuing deals of \$25+ million TCV. Having built, led and made successful a team of sales hunters and / or account sales persons. Knowledge of contemporary and emerging technology solutions in platform development, modernization, SaaS and cloud migrations. Experience of having worked with / engaged with private equity companies and advisors while pursuing business for technology services is desirable. KRA's will be order booking and new revenue with annual goals of \$15% - 25% revenue growth. Compensation will be competitive & a combination of base + sales incentives linked to revenue and margins + long term bonus.