Valenco

Sales positions – service lines/horizontals

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

Business process services

Position	Summary	Location	Apply or refer

Digital & Analytics services

Position	Summary	Location	Apply or refer

ERP services

Position	Summary	Location	Apply or refer

Infrastructure and cloud services

Position	Summary	Location	Apply or refer
Practice director – Cybersecurity and Risk solutions	For a NASSCOM top 5 IT services company. In its peer group, it is the leader in cybersecurity & risk assessments, solutions & implementations. Its solution set ranges from cloud security, physical security, data governance, identity management, security assurance & intelligence and integrated threat management. The role will be engaged in pre-sales of new pursuits for this portfolio of solutions and focus on the financial services industry. She/he will participate through the sales cycle from solutioning/estimation through defense and POC. **Required Experience** - 10+years' experience in infra / apps and in the last 2 – 3 years having worked on solutioning for pre-sales pursuits in app and infra security solutions with a system integrator. Experience with IAM, Application security tools, vulnerability assessment, pen testing, Security operations using SIEM solutions. One of CISSP, GIAC, CISM, CEH certification will be a plus. Understanding or past experience having engaged with the manufacturing or auto industry. KRA's will be	Detroit	**To check role fitment** Click here

	solutions proposed, and success in enabling business wins		
Sales director – Cloud and infrastructure services – Hi-tech vertical	For a NASSCOM top 5 IT/BPO services company. In its peer group, it is the leader in cloud and infrastructure offerings and is among offers among the widest range of solutions including the complete gamut of public / private / hybrid cloud / on premise data center migrations, management, integration, operations and system integration. The role will be engaged in new pursuits for this range of cloud and data center service offerings and focus on winning business with the hi-tech vertical. She/he will participate through the sales cycle from solutioning/estimation through defense and POC. This is an active travel role. **Required experience -** 10+years' experience in infra / apps and in the last 2 – 3 years having worked on pursuits for new business for infrastructure and cloud services with a system integrator. Working understanding of various cloud options, infrastructure and data center migration paths and management to be able to take a first level conversation during new pursuits. Having pursued deals of $20+ million TCV. Having pursued, sold to or familiar with Apple highly desirable. KRA's will be order booking and revenue	Silicon Valley	**To check your fitment to this role** [**Click here**](#)
Sales director – Cloud and infrastructure services – Hi-tech vertical	For a NASSCOM top 5 IT/BPO services company. In its peer group, it is the leader in cloud and infrastructure offerings and is among offers among the widest range of solutions including the complete gamut of public / private / hybrid cloud / on premise data center migrations, management, integration, operations and system integration. The role will be engaged in new pursuits for this range of cloud and data center service offerings and focus on winning business with the hi-tech vertical. She/he will participate through the sales cycle from solutioning/estimation through defense and POC. This is an active travel role. **Required experience -** 10+years' experience in infra / apps and in the last 2 – 3 years having worked on pursuits for new business for infrastructure	Seattle	**To check your fitment to this role** [**Click here**](#)

	and cloud services with a system integrator. Working understanding of various cloud options, infrastructure and data center migration paths and management to be able to take a first level conversation during new pursuits. Having pursued deals of $20+ million TCV. Having pursued, sold to or familiar with Microsoft highly desirable. KRA's will be order booking and revenue		
Sales director – Cloud and infrastructure services	For a NASSCOM top 5 IT/BPO services company. In its peer group, it is the leader in cloud and infrastructure offerings and is among offers among the widest range of solutions including the complete gamut of public / private / hybrid cloud / on premise data center migrations, management, integration, operations and system integration. The role will be engaged in new pursuits for this range of cloud and data center service offerings and focus on winning business with the hi-tech vertical. She/he will participate through the sales cycle from solutioning/estimation through defense and POC. This is an active travel role. **Required experience -** 10+years' experience in infra / apps and in the last 2 – 3 years having worked on pursuits for new business for infrastructure and cloud services with a system integrator. Working understanding of various cloud options, infrastructure and data center migration paths and management to be able to take a first level conversation during new pursuits. Having pursued deals of $20+ million TCV. KRA's will be order booking and revenue	Houston	**To check your fitment to this role** **[Click here](#)**
Sales director / AVP – Cloud and infrastructure services	For a NASSCOM top 10 IT services company. The role will pursue and win new business for cloud & Infrastructure services with existing and new clients. It will lead all pursuits for infrastructure services with emphasis will be on large, multi-year deals. The company offers a complete suite of infrastructure services – from run through cloud migration and modernization across data center, end user compute, network and security solutions. It has been consistently profiled in analyst reports for infrastructure services. **Required experience** – 10+ years with a top tier firm in	New Jersey, Dallas, Atlanta	**To check fitment** **[Click here](#)**

	infrastructure services, with the last 3 – 4 years in pursuit and sales for new business. Having pursued and won deals of $ 10+ million TCV. Experience with the full spectrum of infrastructure from DC to deskside and understanding of modernization & cloud migration. KRA's will be order booking and realized revenue.		
Sales director / AVP – Infrastructure services	For a NASSCOM top 15 IT services company. The role will pursue and win new business for Infrastructure services with existing and new clients focusing on the local geography, and lead all new pursuits. The emphasis will be on large, multi-year deals. Infrastructure services are the fastest growing service line for the company and 15% of overall revenue. The company offers a complete suite– from run through cloud migration and modernization across data center, end user compute, network and security solutions. In the last 24 months it has pursued and won a series of $30 – 50 million TCV deals, winning them against Tier 1 competition. **Required experience** - 10+ years in infrastructure services, with the last 3 – 4 years in pursuit and sales for new business. Having pursued and won deals of $ 10+ million TCV. Experience with the full spectrum of infrastructure from DC to deskside and understanding of DevOps, modernization & cloud migration. KRA's will be order booking and realized revenue.	Metro New York / New Jersey	**To check fitment** [Click here](#)
Director / AVP – IBM cloud practice & sales	For a NASSCOM top 10 IT services company. Strategize, lead and win engage with prospects to win business for IBM cloud adoption and migration. She / he will develop proactive and reactive pitches and participate through the pre-sales cycle. This is an active travel role. The hiring company is a leading IBM cloud partner with an active and dedicated practice for architecting, migrating and managing workloads to the IBM cloud ecosystem. **Required experience -** At least 2 years of hands-on experience in planning, designing and implementing IT capabilities and migrating workloads/applications to the IBM cloud. Demonstrated experience & working knowledge of IBM cloud packs,	Silicon Valley	**To check fitment** [Click here](#)

	containers, microservices and hybrid cloud integration to implement a cloud operating model. Having actively participated in go to market / new proposals will be a plus. KRA's will be solutions identified and proposed / success in enabling business wins.		
Director / AVP – Azure practice and sales	For a NASSCOM top 10 IT services company. The candidate will strategize, lead and win engage with prospects to win business for Azure adoption and migration. She / he will develop proactive and reactive pitches and participate through the pre-sales cycle. This is an active travel role. The hiring company is a leading Microsoft partner with a 360-degree relationship. It has an active and dedicated practice for architecting, migrating and managing workloads to the Azure ecosystem. Required experience - At least 2 years of hands-on experience in planning, designing and implementing IT capabilities and migrating workloads/applications to AZURE. Demonstrated experience utilizing AZURE services (e.g., Azure Pack, Web App PaaS, Resource Manager, etc.) to implement cloud operating model enabling Environment-as-a-Service and DevOps capabilities AZURE Solution Architect certification will be a plus. Having actively participated in go to market / new proposals will be a plus. KRA's will be solutions identified and proposed / success in enabling business wins.	Seattle	**To check fitment** **Click here**
Practice director – Cybersecurity and Risk solutions	For a NASSCOM top 5 IT services company. In its peer group, it is the leader in cybersecurity & risk assessments, solutions & implementations. Its solution set ranges from cloud security, physical security, data governance, identity management, security assurance & intelligence and integrated threat management. The role will be engaged in pre-sales of new pursuits for this portfolio of solutions and focus on the financial services industry. She/he will participate through the sales cycle from solutioning/estimation through defense and POC. This is an active travel role. Required Experience - 10+years' experience in infra / apps and in the last 2 – 3 years having worked on solutioning for pre-	US North East	**To check role fitment** **Click here**

sales pursuits in app and infra security solutions with a system integrator. Experience with IAM, Application security tools, vulnerability assessment, pen testing, Security operations using SIEM solutions. One of CISSP, GIAC, CISM, CEH certification will be a plus. Understanding or past experience having engaged with the financial services industry. KRA's will be solutions proposed, and success in enabling business wins