



Business leadership and corporate roles

BFSI verticals

Position	Summary	Location	Apply or refer
Sector Leader – Cards and Payments	<p>For a NASSCOM top 10 IT services company. As a market maker, the role will strategize & lead pursuits for new client acquisition in the cards and payments sub vertical, be responsible for alliances, and scale existing business with identified clients. This is a coach player role which will build a team as the business scales. The hiring company has a referenceable engagement with a top 5 cards/payments provider. It offers solutions for platform modernization, digital payments, straight through processing, customer acquisition and analytics. These are complemented by a range of services in Digital, analytics, ADM, BPO and ITO technologies. Required experience - Pursued, & won new clients in the cards and payments sub vertical in the USA in the past 3 – 4 years. Led / scaled business to over \$40 million & pursued deals of over \$ 20 million TCV. Professional network in the cards & payments sub vertical to allow early conversations & productivity. Demonstrated the ability to compete and win against larger / better branded system integrators. Been a direct or virtual leader of business pursuit / growth teams. KRA's will be order booking & revenue</p>	<p>US financial services hub</p> <p>Metro New York preferred</p>	<p>To check fitment</p> <p>Click here</p>

Energy & Utility verticals

Position	Summary	Location	Apply or refer
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Healthcare and lifesciences verticals

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Hi-tech and Manufacturing verticals

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Cluster leaders – Hi-tech vertical	<p>For a NASSCOM top 15 IT services company. One role will strategize, pursue and grow business with a cluster of the top names in platform services (e.g., Google, Visa, Facebook) and the other role will lead similar growth in the hardware cluster (e.g., Nvidia, Broadcom). These are early-stage accounts for the company with MSA's in discussion or just signed and need a high energy leader who can grow the business and then build a team under her/him to scale each account. The company has had significant success winning new clients as well as large TCV deals with client in hi-tech in the last 2 years and looking to build on that momentum. It offers a range of services including content, commerce, digital, CRM, analytics, AD/AM, Oracle apps, BPO & Cloud / ITO as well as platform validation / sustenance. Required experience – Experience of 10+ years selling IT / platform dev / test solutions into a large platform / tech client. A demonstrated experience of scaling accounts from small to large. Having won business against larger, better known brand companies. Experience in building / scaling a team of sales persons will be a plus. KRA's will be order booking and realized revenue.</p>	<p>Silicon Valley Seattle</p>	<p>To check fitment for this role Click here</p>

Infrastructure services

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Media and Telecom verticals

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