



Business leadership and corporate roles

Hi-tech and Manufacturing verticals

Position	Summary	Location	Apply or refer
VP – Hi-tech vertical	For a NASSCOM top 10 IT services company. Lead growth in a cluster of clients – with the goal of growing it to \$100+ million. Expected to lead from the front and build / grow key accounts while also mentoring a team of leaders to perform at an elevated level. Hi-tech is a strategic and very high growth vertical for the company where it has demonstrated success winning and scaling business comparable to the top services companies. It offers a complete suite of solutions ranging from platform development & IV&V, product engineering, digital & commerce, analytics, digital workplace, CRM, SFDC, enterprise apps & cloud migration. Required experience - As a team leader, led and grew business to \$ 70+ million in the Hi-tech vertical in the USA in the recent 2 -3 years on behalf of an IT services company. Leading from the front, strategized, pursued, and won high value TCV deals of \$40+ million. Familiarity with the prospects and target accounts especially among the larger hi-tech companies. Any past re-leveragable connects which will allow early success will be a plus. KRA's will be order booking, margins, and realized revenue.	Silicon Valley	To check fitment to this role Click here
VP / Global client partner – Hi – tech vertical	For a NASSCOM top 10 IT services company. Grow a top 10 client for the company – a global leader in communications and hi-tech platforms and technology. The goal is to double current revenue and scale it to \$100+ million. In addition to selling into the client, the role will also lead the sell with/sell for business for this company – growing a 360 degree relationship. This is a highly competitive environment. The client is a mature outsourcer with significant presence of leading SI's, an IDC and an ongoing pressure to get best value for \$ spent. Success in growing business will require creativity, resilience and the ability to seed new solutions ahead of competitors. Hi-tech is a strategic and	Silicon Valley	To check fitment to this role Click here

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**VP – Client partner
– Hi-tech vertical**

For a NASSCOM top 10 IT services company. Grow a top 10 client for the company – a global leader in hi-tech platforms and technology. The goal is to double current revenue and scale it to \$100+ million. The client is in investment mode but a very mature outsourcer with a range of partners. Growing business will require creative thinking on what to pursue and how to craft deals which create mutual wins. Hi-tech is a strategic and very high growth vertical for the company where it has demonstrated success winning and scaling business comparable to the top services companies. It offers a complete suite of solutions ranging from digital & commerce, analytics, digital workplace, CRM, SFDC, enterprise apps & cloud migration, platform development & IV&V, & product engineering. **Required experience** - As a team leader, led and grew business to \$ 70+ million in the Hi-tech vertical in the USA in the recent 2 -3 years on behalf of an IT services company. Leading from the front, strategized, pursued, and won high value TCV deals of \$40+ million. Past experience of having sold into or worked in Microsoft. KRA's will be order booking, margins, and realized revenue.

Seattle

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this role**
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