



## Account manager / Client partner – industry verticals – all services

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

### BFSI & Services verticals

Position	Summary	Location	Apply or refer
<b>Client partner – Banking vertical</b>	<p>For a NASSCOM top 10 IT services company. The role will pursue new business with an existing client – a US top 5 Universal Bank. BFS is the largest vertical for the hiring company, constituting over 60% of revenue. It brings industry solutions across a range of banking processes including enhanced and digital branch experience, customer analytics and personalization, mortgage origination &amp; processing, &amp; digital payments–backed by a complete suite of horizontal offerings in digital, analytics, ADM, BPO and ITO technologies.</p> <p><b>Required experience</b> - Pursued, &amp; won new business in the banking vertical in the USA in the recent 3 – 4 years – with a good domain understanding of retail / consumer / commercial banking. Pursued deals of \$10 + million TCV with annual booking of \$8 – 10 million TCV. Demonstrated the ability to compete and win against larger / better branded system integrators. KRA's will be order booking &amp; revenue.</p>	Charlotte Phoenix	To check fitment <a href="#">Click here</a>
<b>Client partners – BFS vertical</b>	<p>For a global top 10 IT and BPO services company. One role will pursue new business with a universal bank and the other with a leading asset manager / capital markets company. The hiring company offers the complete range of offerings in the BFS vertical – ranging from domain solutions for next-gen &amp; intelligent banking, bank modernization, lending &amp; payments, customer care &amp; intimacy – backed by a complete spectrum of digital, Analytics, ADM, package and ITO services. The hiring organization is committed to and actively looking to build diversity into its teams. <b>Required experience</b> – 5+ years in IT services, the recent 2 – 3 years pursuing/winning business in the financial services vertical a- either in a client sales or hunting sales role. Annual win rate of \$10+ million TCV range with experience of pursuing deals of \$10 + million TCV. Experience selling domain led digital and legacy modernization solutions. KRA's will be order booking and realized revenue.</p>	Metro New York / New Jersey	<b>To check your fitment to this role</b> <a href="#">Click here</a>
<b>Account manager –</b>	<p>For a NASSCOM top 15 IT services company. Working with the senior client partner, the role will grow</p>	McLean, VA	<b>To check fitment</b>



<b>Mortgage / financial services client</b>	<p>business with a large existing client – a lender and re-financer of mortgage products. This is a longstanding relationship with good connects in the organization. The company offers domain solutions for client onboarding &amp; analytics, connected customer, digital mortgage and lending backed by a full suite of technology offerings in digital, analytics, PeopleSoft, ADM, IMS and BPO.</p> <p><b>Required experience</b> – 3 - 8 years of experience with the recent 2-3 working with an IT services company and selling into the financial services vertical. Grown a banking or financial services client or set of clients to \$ 5+ million. Cross sold services ranging from digital through infrastructure. KRA's will be revenue, margin and new order booking.</p>		<a href="#">Click here</a>
<b>Account manager – BFS (Capital markets) vertical</b>	<p>For a NASSCOM top 15 IT/BPO services company. Working for the client partner, the role will pursue new business with two existing clients in the capital markets vertical. BFS is the largest vertical for the company. The company has reference anchor clients in this vertical and a portfolio of solutions which include mid &amp; back office in portfolio management, trade execution, trade compliance, reference data management &amp; reporting – backed by a complete spectrum of digital, Analytics, ADM, package and ITO services. <b>Required experience</b> – 10+ years in IT services, the recent 2 – 3 years pursuing/winning business in the financial services vertical. Having led a P&amp;L in the range of \$10 million. Annual win rate of \$ 4-5 million ACV range with experience of pursuing deals of \$ 10 + million TCV. Experience selling domain led digital and legacy modernization solutions. KRA's will be order booking and realized revenue.</p>	Chicago	<p><b>To check your fit to this role</b></p> <p><a href="#">Click here</a></p>
<b>Account partner – Capital markets vertical</b>	<p>For a NASSCOM top 15 IT services company. Working with the senior client partner, the role will grow business with one or more leading asset managers. BFS is the largest vertical for the company and it has a number of asset managers as clients. In addition to reference able clients, the company offers a solution portfolio of IT and BPO solutions which include mid &amp; back-office solutions for portfolio management, trade execution, trade compliance, reference data management &amp; reporting – backed by a complete spectrum of digital, Analytics, ADM, package and ITO services. <b>Required experience</b> – 3 - 8 years in IT services, the recent 3 – 4 years pursuing/winning business with new clients in the financial services vertical, preferably capital markets. Annual win rate of</p>	Metro New York	<p><b>To check fitment to the role</b></p> <p><a href="#">Click here</a></p>



\$3 – 4 million ACV range with large deal pursuit experience of pursuing deals of \$ 10 + million. Experience selling domain led digital and legacy modernization solutions. KRA's will be order booking and realized revenue.

## Energy & Utilities

Position	Summary	Location	Apply or refer
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## Healthcare & Lifesciences

Position	Summary	Location	Apply or refer
<b>Account manager – Pharma vertical</b>	For a NASSCOM top 15 IT services company. Grow business with an existing client in the lifesciences, patient outcomes business. The company offers domain solutions for patient management, tracking and analytics, pharma covigilance, regulatory reporting, member services management through digital enablement, process streamlining, - backed by a full suite of technology offerings in digital, analytics, ADM, IMS and BPO. Required experience – 8+ years of experience with the recent 2-3 working with an IT services company and selling into a lifesciences / pharma company. Grown a client or territory to \$ 5 + million. Cross sold services ranging from digital through infrastructure and pursued deals of \$5+ million TCV. KRA's will be revenue, margin and new order booking	New Jersey Boston Atlanta	<b>To check fitment</b> <a href="#">Click here</a>

## Manufacturing, Aerospace & and Hi-tech

Position	Summary	Location	Apply or refer
<b>Client partner – Hi tech platform client</b>	For a NASSCOM top 10 IT services company. Working for the cluster client partner, the role will pursue and scale business with Uber. The company has had significant success growing business with Hi-tech companies including startup's which have subsequently scaled to become large clients. Uber is an existing client	Silicon Valley	<b>To check fitment with this role</b> <a href="#">Click here</a>



and this role will work to scale it. In the hi-tech vertical, solutions offered in product and platform development, sustenance, and validation. Complementing these, a complete suite of offerings for digital engagement, corporate apps, mobility, & analytics, CRM, ERP and IMS. **Required experience** – 5+ years in IT / platform services with a recent track record of selling / growing business in the hi-tech vertical. Having scaled an account or territory to \$ 5 - 7 million and pursued deals of \$ 10 + mil TCV. Having sold to or engaged with Uber or a peer unicorn in the past, will be a big plus. KRA's will be order booking and realized revenue.

**Account manager –  
Aerospace vertical**

For a NASSCOM top 10 IT services company. Working for the senior client partner, the role will pursue, win and grow business with a top 3 global aerospace company. The hiring company has rich and deep technology solution offerings in the aerospace vertical, including design offerings for mechanical, cabin interior, tool and aerostructure manufacturing 4.0, factory of the future, connected cabin IOT, aftermarket support, warehouse & supply chain - backed by a full suite of horizontal service offerings in ERP, digital & commerce, analytics, digital workplace, & cloud migration. **Required experience** - 5+ years in IT / platform services with a recent track record of selling / growing business in the aerospace or manufacturing vertical. Having scaled an account or territory to \$ 5 + million and pursued deals of \$ 10 + mil TCV. Have insight into or past association with Boeing highly desirable. KRA's will be order booking and realized revenue

Wichita, KS

**To check  
fitment**  
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**Client partner – Hi-  
tech vertical**

For a NASSCOM top 10 IT services company. Pursue and scale business with IBM – selling across all groups including R&D, products, cloud and services. The company has had significant success growing business with Hi-tech companies including startup's which have subsequently scaled to become large clients. IBM is an existing client and this role will work to scale it. In the hi-tech vertical, solutions offered in product and platform development,

Armonk  
Silicon Valley  
Austin  
Houston

**To check  
fitment  
with this  
role**  
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	<p>sustenance, and validation. Complementing these, a complete suite of offerings for digital engagement, corporate apps, mobility, &amp; analytics, CRM, ERP and IMS. Required experience - <b>8+</b> years in IT / platform services with a recent track record of selling / growing business in the hi-tech vertical. Having scaled an account or territory to \$ 10+ million and pursued deals of \$ 10 + mil TCV. Having sold to or engaged with IBM in the past. KRA's will be order booking and realized revenue</p>		
<b>Account manager – Manufacturing vertical</b>	<p>For a NASSCOM top 15 IT services company. The role will grow business with one or more existing clients. For the manufacturing vertical sector, the company offers domain solutions in asset management, field service management, Oracle apps, data management &amp; analytics and business process operations backed by a full suite of digital, ADM, Infra and BPO services – an opportunity to cross sell a range to build on the current footprint. <b>Required experience –8 + years</b> in IT services, the recent 2 – 3 years pursuing/winning business with new or existing clients in the manufacturing vertical. Annual win rate of \$4-5 million ACV range with large deal pursuit experience of pursuing deals of \$10 + million TCV. Experience selling domain led digital, Oracle apps, ADM &amp; modernization solutions. Track record of seeing proactive solutions and competing successfully with Tier 1 competitors. KRA's will be order booking and realized revenue.</p>	Phoenix	<b>To check fitment</b> <a href="#">Click here</a>
<b>Client partner – Manufacturing vertical</b>	<p>For a NASSCOM top 10 IT services company. The role will lead and grow a large manufacturing client. The current revenue run rate is excess of \$15 million and the goal is to scale it. The hiring company has rich and deep technology solution offerings in the manufacturing vertical, including manufacturing 4.0, factory of the future, IOT, aftermarket support, warehouse &amp; supply chain - backed by a full suite of horizontal service offerings in ERP, digital &amp; commerce, analytics, digital workplace, &amp; cloud migration. <b>Required experience - 10+</b> years in IT / platform services with a recent track record of</p>	Charlotte, NC	<b>To check fitment with this role</b> <a href="#">Click here</a>



	selling / growing business in the manufacturing vertical. Having scaled an account or territory to \$ 15 + million and pursued deals of \$ 10 + mil TCV. Have insight into or past association with Honeywell highly desirable. KRA's will be order booking and realized revenue.		
<b>Account director / Sr. Director – Hi-tech vertical</b>	For a NASSCOM top 20 IT services and systems integration company. Working with the senior client partner, this role will scale business with Microsoft. This is a very large, strategic client with a history of successful engagement. The hiring company has a multi-decade 360-degree partnership with Microsoft, is a leading SI of MS Dynamics and has a range of solutions built on the MS platforms. As a Microsoft SI partner it brings a wide range of capabilities around MS platforms ranging from Dynamics through Azure. In addition, it provides full-service capabilities in digital & analytics, ADM, IV&V, and infrastructure management. <b>Required experience</b> – 5+ years of IT services experience with the recent 2-3 selling into the hi-tech vertical. Track record of successful sales in a competitive account of territory through early identification of opportunities & relationship building with prospects. Having worked with or sold technology services to Microsoft will be a plus. KRA's will be order booking and revenue.	Seattle	<b>To check fitment for this role</b> <a href="#">Click here</a>

## Media and Telecom

Position	Summary	Location	Apply or refer
<b>Sr Client partner – Cable / media vertical</b>	For a NASSCOM top 10 IT services company. Own and grow a large client for this company – a top 3 cable and media organization. The CME vertical sector is the largest vertical for the company especially in the provider vertical and has a history of pursuing and winning innovative large deals across technology, network, process and customer support. The solution offerings range from industry unique solutions in operations, billing, streaming, customer care backed by a full suite of horizontal service offerings in digital & commerce, analytics, digital workplace, enterprise apps & cloud migration, platform	Philadelphia / Central New Jersey	<b>To check fitment to this role</b> <a href="#">Click here</a>



development & IV&V, & product engineering. **Required experience** - As a senior sales person or leader, grown business to 30+ million in the telecom, media or entertainment industries for an IT services company in the recent 3 – 4 years. Experience and understanding of the cable communications sub segment. Demonstrated creativity in selling, with a history of large and innovative deals (vs. organic and incremental growth). History of having proactively positioned, pursued and won deals of over \$25 million TCV. KRA's will be order booking, margins, and realized revenue

## Retail / CPG / TTH

Position	Summary	Location	Apply or refer
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