



## Sales positions – industry verticals – hunting new business

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

### BFSI

Position	Summary	Location	Apply or refer
<b>Sales director / AVP – Insurance vertical</b>	For a NASSCOM top 15 IT services company. Pursue lead all new business pursuits into the Insurance vertical in the region. Insurance is the largest vertical for the hiring company and constitutes over 30% of revenue. In the insurance vertical it has domain expertise and offerings in business administration, policy administration, claims, customer experience, salesforce benefits & annuities IT – backed by a full suite of application modernization and management offerings. <b>Required experience</b> - 8+ years selling IT solutions in the USA – the recent 3 – 4 years into the Insurance verticals. Having sold into the Insurance vertical in the local region (P&C and/or Life), and insight or contacts to initiate early conversations and discover opportunities to engage. Seeded and pursued deals of \$10+ million TCV. KRA's will be order booking and revenue.	New Jersey	To check fitment <a href="#">Click here</a>
<b>Sales director /AVP – Group benefits platform solution</b>	For a US headquartered provider of a Group benefits platform. The hiring firm offers a multi-language, multi-currency, easily configurable, software product that offers policy administration, claims, and billing solutions focused on the group benefits market. The role will focus on pursuing and acquiring new clients for this platform & associated SI services. <b>Required experience</b> – Pursued and won new clients / business for Life Insurance, health or group benefits platforms. Having sold one or more of platforms/digital solutions from Majesco, Vi-Tech, EIS, Infosys McCamish, Inspro, Andesea, or FAST. Understanding of Group and Voluntary, Individual life, group benefits domains well and has a base of contacts who he / she can connect with to become rapidly productive. KRA will be order booking	US metro city	<b>To check fitment to this role</b> <a href="#">Click here</a>



<b>Sales director/AVP – Insurance vertical</b>	For a NASSCOM top 10 IT services company. Pursue & win new clients in the insurance vertical in the mid-Atlantic region. Financial services is the largest vertical for the hiring company and constitutes over 50% of revenue. It has domain expertise and referenceable clients in the vertical and domain solutions for underwriting, claims, brokerage, and compliance backed by a full suite of automation, cloud migration & legacy modernization offerings. <b>Required experience</b> - Having strategized pursued and won new business/clients in the Insurance in the USA in the last 3 -4 years on behalf of an IT services company. Familiarity with the prospects and target accounts in the region. Any past re-leveragable connects which will allow early productivity will be a plus. History of having sold the spectrum of digital solutions and also higher TCV AMS and ITO deals. KRA's will be order booking and realized revenue	Metro New York	<b>To check fitment to this role</b> <a href="#">Click here</a>
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## Healthcare & Lifesciences

Position	Summary	Location	Apply or refer
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## Manufacturing and Hi – Tech

Position	Summary	Location	Apply or refer
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## Media and Telecom

Position	Summary	Location	Apply or refer
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## Retail / CPG / TTH

Position	Summary	Location	Apply or refer
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