

Business leadership and corporate roles

BFSI verticals

Position	Summary	Location	Apply or refer
Sector leader – Core banking solutions	For a NASSCOM top 10 IT services company. As a market maker, the role will strategize & lead pursuits for new client acquisition for core banking offerings, be responsible for alliances and partner engagement, and scale existing business with identified clients. The focus segments will be the regional banks. This is a coach player role which will build a team as the business scales. In the Core banking area, the company has SI relationships for the Temenos, FIS and Oracle Flexcube suite of products in addition to experience with bespoke implementations in commercial banking, payments & lending, consumer analytics & digital banking. These are complemented by a range of services in Digital, analytics, ADM, BPO and ITO technologies. Required experience - Pursued, & won new clients for core banking solutions like Temenos, FIS, SAP banking or similar in the USA in the past 3 – 4 years. Professional network with retail banking / commercial banking institutions 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	US metro city	To check fitment Click here
Sector leader – Cards & payments sub vertical	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	Metro New York preferred or US financial hub	To check fitment Click here



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.

Energy & Utility verticals

Position	Summary	Location	Apply or refer
Business unit head – Oil & Gas vertical – Product engineering services	For a product engineering services company – \$ 600 – 800 million in revenue. As the business unit leader, the role will lead strategy, go to market, client mining & new client acquisition, ecosystem relationships & the P&L for the Oil & Gas vertical segment. For the O&G industry, the company offers solutions for product development, validation, value engineering, regulatory compliance, obsolescence management, remote connectivity, device monitoring, asset management, manufacturing & supply chain optimization. Required experience - Led strategy and go to market nationally for the Oil & Gas vertical sector, with business of \$150+ million. In depth understanding of the product engineering lifecycle solutions for this industry. Demonstrated the ability to compete and win against larger / better branded system integrators. Been a leader of business pursuit / growth teams & mentored them to success. KRA's will be revenue & profit growth.	US metro city	To check fitment to this role Click here

Healthcare and lifesciences verticals

Position	Summary	Location	Apply or refer
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Hi-tech and Manufacturing verticals

Position	Summary	Location	Apply or refer
VP & Client partner – Hi-tech vertical	For a NASSCOM top 10 IT services company. Grow the sell to business with Microsoft, a top 20 client for the company. The hiring firm is carving out Microsoft as an independent unit to bring greater focus and commitment to the 360 degree relationship. The goal is to double current sell to revenue and scale it to \$100+ million. Microsoft is 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, 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.	Seattle	To check fitment to this role Click here
Head of Microsoft alliance	For a NASSCOM top 10 IT services company. Lead the This role will lead the sell for & sell with part of the 360 degree alliance with Microsoft. The current sell with/for relationship is in the \$60 - 100 million globally. Jointly, this role will set the strategy and goals for the sell with/for business, create awareness of offerings, enable business pipelines, Influence and land specific GTM initiatives, and enable technical and sales readiness. It will also work to build mindshare within Microsoft, including in partner events, business reviews, and executive forums. Required experience - Led a SI -platform vendor sell with / sells for alliance, with global responsibility and influenced	Seattle preferred or US metro city	To check fitment Click here

	<p>revenue in excess of \$75 million. Close engagement with or an in-depth understanding of the Microsoft partner program. Demonstrated track record of having orchestrated the complete set of activities from strategy through GTM, wins, & competency enablement. Been a direct or virtual leader of business pursuit / growth teams. KRA's will be order booking & revenue.</p>		
VP – Hi-tech vertical	<p>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.</p>	Silicon Valley	<p>To check fitment to this role</p> <p>Click here</p>
VP / Global client partner – Hi – tech vertical	<p>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</p>	Silicon Valley	<p>To check fitment to this role</p> <p>Click here</p>



in growing business will require creativity, resilience and the ability to seed new solutions ahead of competitors. 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 Cisco will be a significant plus. Having led joint sales / alliance sales with a platform vendor will be a significant plus. KRA's will be order booking, margins, and realized revenue.

Infrastructure services

Position	Summary	Location	Apply or refer
Sales leader – IaaS and cloud solutions – Communications & media vertical	For a NASSCOM top 10 company. Lead sales for cloud offerings (primarily IaaS) into the communications & media verticals. It will be responsible for the overall business numbers and work with client partners / hunters to achieve the order book and revenue goals. The hiring company offers the complete lifecycle of cloud solutions, from assessment, strategy, automated & tool led migration, subscription based management, and application re-architecting for cloud. It is a partner with AWS, Google, Oracle, IBM, Microsoft & Oracle cloud platforms. Required experience - Team leader in cloud and infrastructure practice. 5 + years' experience in cloud consulting, solutioning, and go to market. Led entire business pursuits from initial planning through proposals, defense & deal closure. KRA's will be business won and revenue generated.	Dallas (preferred) or US metro city	To check fitment Click here



Media and Telecom verticals

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