



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
Client partners – BFS vertical	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 & intelligent banking, bank modernization, lending & payments, customer care & 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. Required experience –5+ years in IT services, the recent 2 – 3 years pursuing/winning business in the financial services vertical a- either in a clients 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.	Metro New York / New Jersey	To check your fitment to this role Click here
Account manager – Mortgage / financial services client	For a NASSCOM top 15 IT services company. Working with the senior client partner, the role will grow 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 & analytics, connected customer, digital mortgage and lending backed by a full suite of technology offerings in digital, analytics, PeopleSoft, ADM, IMS and BPO. Required experience – 5+ 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.	McLean, VA	To check fitment Click here



Account manager – BFS (Capital markets) vertical	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 & back office in portfolio management, trade execution, trade compliance, reference data management & reporting – backed by a complete spectrum of digital, Analytics, ADM, package and ITO services. Required experience – 10+ years in IT services, the recent 2 – 3 years pursuing/winning business in the Financial services vertical. Having led a P&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.	Chicago	To check your fit to this role Click here
Account partner – Capital markets vertical	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 & back office solutions for portfolio management, trade execution, trade compliance, reference data management & reporting – backed by a complete spectrum of digital, Analytics, ADM, package and ITO services. Required experience – 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 \$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.	Metro New York	To check fitment to the role Click here
Account manager – BFS vertical	For a NASSCOM top 15 IT services company. Working for the client partner, the role will pursue new business with an existing client – a	New Jersey	To check your fit for this role Click here



leading wealth manager. This is a top 20 client for the company with a long relationship. 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 & back office in portfolio management, trade execution, trade compliance, reference data management & reporting – backed by a complete spectrum of digital, Analytics, ADM, package and ITO services. **Required Experience** – 3+ years in IT services, the recent 2 – 3 years pursuing/winning business in the Financial services vertical. Annual win rate of \$3 – 4 million ACV range with experience of pursuing deals of \$ 5 + million. Experience selling domain led digital and legacy modernization solutions will be a plus. 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
Client partner – Manufacturing / Lifesciences vertical	For a NASSCOM top 15 IT services company. The position will grow business with a large US conglomerate, which is a top 5 client for the company. The hiring company has a portfolio of Oracle and SAP solutions for manufacturing, digital customer experience services backed by offerings across the digital spectrum including content/web, mobility, analytics and cloud migration + CRM, ADM & infrastructure solutions. Required experience - 5+ years of IT services experience and at least the recent 2-3 selling into the manufacturing / lifesciences of hi-tech vertical. Track record of being able to seed/pursue ERP, corporate app, digital, and infrastructure solutions. Demonstrated ability to	San Diego Seattle	To check fitment Click here



	compete and win against tier 1 IT services companies in a competitive account. KRA's will be order booking and realized revenue		
Account partner – Healthcare payer / TPA	For a NASSCOM top 15 IT services company. The role will grow business with an existing client, a healthcare payer / TPA. The company offers domain solutions for management of member services through digital enablement, process streamlining, claims management & processing - 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 healthcare payer / TPA or PBM. Grown a client or territory to \$ 5+ million. Cross sold services ranging from digital through infrastructure and pursued deals of \$10+ million TCV. KRA's will be revenue, margin and new order booking	New Jersey	To check fitment Click here
Account manager – Lifesciences vertical	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	To check fitment Click here

Manufacturing and Hi – Tech

Position	Summary	Location	Apply or refer
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Client partner – Manufacturing / Lifesciences vertical	For a NASSCOM top 15 IT services company. The position will grow business with a large US conglomerate, which is a top 5 client for the company. The hiring company has a portfolio of Oracle and SAP solutions for manufacturing, digital customer experience services backed by offerings across the digital spectrum including content/web, mobility, analytics and cloud migration + CRM, ADM & infrastructure solutions. Required experience - 5+ years of IT services experience and at least the recent 2-3 selling into the manufacturing / lifesciences of hi-tech vertical. Track record of being able to seed/pursue ERP, corporate app, digital, and infrastructure solutions. Demonstrated ability to compete and win against tier 1 IT services companies in a competitive account. KRA's will be order booking and realized revenue	San Diego Seattle	To check fitment Click here
Client partner – Hi-tech vertical	For a NASSCOM top 15 IT services company. Working with the global client partner, grow business with Cisco. Cisco is a large, multi-year relationship and a top 5 client for the company. The existing engagement spans the complete spectrum of IT & digital technologies. The hiring company has a portfolio of services in across the digital spectrum including content/web, mobility, analytics and cloud migration + CRM, ADM & infrastructure solutions. Required experience - 5+ years of IT services experience and at least the recent 2-3 selling into the hi-tech/telecom equipment vertical. Track record of being able to seed/pursue digital, apps & IV&V solutions. Demonstrated ability to compete and win against tier 1 IT services companies in a competitive account. Past experience of having sold to or engaged with Cisco or a close peer will be a plus. KRA's will be order booking and realized revenue	Silicon Valley	To check fitment with this role Click here



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, sustenance, and validation. Complementing these, a complete suite of offerings for digital engagement, corporate apps, mobility, & analytics, CRM, ERP and IMS. Required experience - 8+ 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	Armonk Silicon Valley Austin Houston	To check fitment with this role Click here
Account manager – Manufacturing vertical	For a NASSCOM top 15 IT services company. Grow business with 2 – 3 existing clients. The company offers domain solutions in asset management, data management, analytics and business process operations backed by a full suite of digital, ADM, Oracle apps, Infra and BPO services –an opportunity to cross sell a range to build on the current footprint. Required experience – 8 + years in IT services, the recent 2 – 3 years pursuing/winning business with new or existing clients in the manufacturing vertical. Annual win rate of \$3 – 4 million ACV range with large deal pursuit experience of pursuing deals of \$ 5 + million. Experience selling domain led digital, Oracle apps, ADM & modernization solutions. Track record of seeing proactive solutions and competing successfully with Tier 1 competitors. KRA's will be order booking and realized revenue.	Chicago	To check fitment Click here
Client partner – Manufacturing vertical	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	Charlotte, NC	To check fitment with this role Click here



deep technology solution offerings in the manufacturing vertical, including manufacturing 4.0, factory of the future, 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** - 10+ years in IT / platform services with a recent track record of 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.

Media & Telecom

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Retail, CPG, TTH

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