



## Sales – engineering services

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

### Manufacturing vertical

| Position   | Summary  | Location                     | Apply or refer  |
|--|--|------------------------------|---|
| <b>Sales director – Engineering services – Automotive vertical</b> | <p>For a \$ 200 – 250 million engineering services company. Pursue, win, and scale business with the Auto OEM and Tier 1 vertical segment– selling platform development, connectivity and IV&amp;V services. Automotive is the largest and growing vertical segment for the company. The company has a demonstrated track record in prototyping and design of exteriors and interiors, driveline, powertrain, and chassis + in car experience including telematics, AR/VR and HMI.</p> <p><b>Required experience</b> - 5+ years' experience in IT/engineering services sales with at least the recent 2-3 selling engineering services. Recent experience selling platform development solutions to the automotive or contiguous industries and connect / understanding of who and what to pursue to enable early productivity. Demonstrated ability to identify and craft deals for new business in accounts with large incumbent vendors. KRA's will be order booking and revenue.</p> | Detroit<br>Dallas<br>Atlanta | <b>To check fitment to the role</b><br><a href="#">Click here</a> |

### Pharma & lifesciences verticals

| Position | Summary | Location | Apply or refer |
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| <b>Sales director –<br/>Pharma / Med-tech<br/>verticals</b> | <p>For a \$ 200 – 250 million engineering services company. Pursue, win, and scale business with the Pharma / Med-tech / CRO’s focusing on regulatory, clinical, patient management solutions. This vertical segment is younger but fastest growing segment for the company. The company has a demonstrated track record in clinical, regulatory and patient tracking deliverables and also a rich legacy of platform development and engineering services supporting development.</p> <p><b>Required experience</b> - 5+ years’ experience in IT services sales. Recent experience selling platform development solutions to the Pharma / CRO / Med-tech Med- industries and connect / understanding of who and what to pursue to enable early productivity. Demonstrated ability to identify and craft deals for new business in accounts with large incumbent vendors. KRA’s will be order booking and revenue.</p> | New Jersey<br>Philadelphia<br>Indianapolis<br>Chicago | <b>To check<br/>fitment with<br/>the role</b><br><a href="#">Click here</a> |
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### Telecom and media verticals

| Position | Summary | Location | Apply or refer |
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