



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
Sales director/AVP – Insurance vertical	For a NASSCOM top 10 IT services company. Pursue and win new business and clients in the Insurance in the local region, focusing on Tier one insurers. The hiring firm offers technology solutions in business underwriting, claims, policy administration, and customer care; complemented by a complete suite of digital, ADM, infrastructure and BPO services. While the insurance vertical is small relative to competitors, it has demonstrated that it can win there with a very large TCV deal recently which bolsters its credentials in this vertical. This has raised the level of ambition and looking to build on that momentum. Required Experience - 10+ years selling IT solutions to the in the USA – the recent 3 – 4 years into the Insurance (preferred) or BFS 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. Hunting sales into the BFS vertical and with a passion to sell into the Insurance vertical will also be considered. Seeded and pursued deals of \$10 – 20 million TCV. KRA's will be order booking and revenue.	Metro New York	To check fitment for this role Click here

Energy and Utilities

Position	Summary	Location	Apply or refer
Sales director/AVP – Utilities vertical	For a NASSCOM top 10 IT services company. Pursue and win new business and clients in the Utilities vertical in the local region. The hiring firm offers technology solutions relevant to the utilities industry in asset management, monitoring, IoT, customer care, & billing in addition to a complete suite of analytics, digital modernization, and infrastructure management services. In addition, the company has a very	US metro city	To check fitment for this role Click here



large presence in a peer industry, telecom providers, from where many solutions can be re-leveraged. **Required Experience** - 10+ years selling IT solutions – the recent 3 – 4 years into the Utilities vertical. Insight or contacts to initiate early conversations and discover opportunities to engage. A track record of competing and winning against larger incumbent competitors. Seeded and pursued deals of \$10 – 20 million TCV. KRA's will be order booking and revenue.

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
Director / Sr. Director – Transportation & Logistics verticals	For a NASSCOM top 10 IT services company. Pursue and win new business & clients – selling domain led digital, application, infrastructure, and BPO services to the distribution & logistics vertical sectors. The company is among the leaders in its peer group in the TTH vertical with referenceable clients among leading air & ground transportation companies. It offers a range of domain solutions from customer acquisition & care, reservations & bookings, fleet tracking, and demand forecasting complemented by a complete set of technology offerings in digital, analytics, ADM, ERP and ITO. Required experience - 8+ years of sales experience with the recent 2 – 3 selling into the transportation / logistics vertical. Demonstrated track record of building a new territory – strategizing, winning new clients and mining them. A connect with T&L companies in the local region will be highly desirable to	Atlanta Chicago Dallas New Jersey	To check fitment for this role Click here



ensure early productivity. Experience of pursuing deals of \$ 10 + million TCV. KRA's will be order booking and revenue.