



SME and delivery roles – service lines – horizontals

Applications/Digital/Analytics/BI/DW

| Position | Job Summary | Location | Fitment check |
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ERP

| Position | Job Summary | Location | Fitment check |
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Infrastructure, Cloud, & Security services

| Position | Job Summary | Location | Fitment check |
|---|--|---------------|--|
| Director / AVP – Azure practice and sales | For a NASSCOM top 10 IT services company. The candidate will strategize, lead and win engage with prospects to win business for Azure adoption and migration. She / he will develop proactive and reactive pitches and participate through the pre-sales cycle. This is an active travel role. The hiring company is a leading Microsoft partner with a 360-degree relationship. It has an active and dedicated practice for architecting, migrating and managing workloads to the Azure ecosystem. Required experience - At least 2 years of hands-on experience in planning, designing and implementing IT capabilities and migrating workloads/applications to AZURE. Demonstrated experience utilizing AZURE services (e.g., Azure Pack, Web App PaaS, Resource Manager, etc.) to implement cloud operating model enabling Environment-as-a-Service and DevOps capabilities AZURE Solution Architect certification will be a plus. Having actively participated in go to market / new proposals will be a plus. KRA's will be solutions identified and proposed / success in enabling business wins. | Seattle | To check fitment Click here |
| Practice director – Cybersecurity and Risk solutions | For a NASSCOM top 5 IT services company. In its peer group, it is the leader in cybersecurity & risk assessments, solutions & implementations. Its solution set ranges from cloud security, physical security, data governance, identity management, security assurance & intelligence and integrated threat management. The role will be engaged in pre-sales of new pursuits for this portfolio of solutions and focus on the financial services industry. She/he will participate through the sales cycle from solutioning/estimation through | US North East | To check role fitment Click here |



defense and POC. This is an active travel role. Required Experience - 10+years' experience in infra / apps and in the last 2 – 3 years having worked on solutioning for pre-sales pursuits in app and infra security solutions with a system integrator. Experience with IAM, Application security tools, vulnerability assessment, pen testing, Security operations using SIEM solutions. One of CISSP, GIAC, CISM, CEH certification will be a plus. Understanding or past experience having engaged with the financial services industry. KRA's will be solutions proposed, and success in enabling business wins

**Practice director
– Cybersecurity
and Risk
solutions**

For a NASSCOM top 5 IT services company. In its peer group, it is the leader in cybersecurity & risk assessments, solutions & implementations. Its solution set ranges from cloud security, physical security, data governance, identity management, security assurance & intelligence and integrated threat management. The role will be engaged in pre-sales of new pursuits for this portfolio of solutions and focus on the automotive and manufacturing industry. She/he will participate through the sales cycle from solutioning/estimation through defense and POC. This is an active travel role. Required Experience - 10+years' experience in infra / apps and in the last 2 – 3 years having worked on solutioning for pre-sales pursuits in app and infra security solutions with a system integrator. Experience with IAM, Application security tools, vulnerability assessment, pen testing, Security operations using SIEM solutions. One of CISSP, GIAC, CISM, CEH certification will be a plus. Understanding or past experience having engaged with the manufacturing industry. KRA's will be solutions proposed, and success in enabling business wins

Detroit

**To check
role
fitment
[Click
here](#)**