



Sales positions – industry verticals – hunting new business

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

Regional hunting roles

Position	Summary	Location	Apply or refer
Regional sales director / AVP	<p>For a NASSCOM top 20 platform SI and services company. Pursue new business for digital, analytics and MS Dynamics led solutions in the local region. The company is very focused on digital transformation anchored by platform-based system integration. It has deep expertise in the MS Dynamics & MS BI / Hybris platforms + has its own IP platforms in niche areas. The go to market focus is to sell a combination of license & services. Focus verticals are Transportation, Retail, CG, & Distribution.</p> <p>Required experience - Successful track record of leading new business development in digital led services & IP licenses, focusing on the retail/CG/distribution/manufacturing industries. Demonstrated ability to engage with prospects in consultative conversations to understand and outline their digital journey. Having sold the Microsoft suite of ERP + BI solutions or similar will be a plus. A history of success with similar size firms (\$100 – 400 mil), building their presence in new markets/prospects and against tier 1 SI's will be an asset</p>	US Mid-Atlantic of North East US South East	To check fitment for this role Click here

BFSI

Position	Summary	Location	Apply or refer
Sales director/AVP – Financial Services vertical	<p>For a NASSCOM top 10 IT services company. The role will pursue and win new clients & business in the financial services and fintech vertical sectors in the Silicon Valley region. The company brings very deep expertise in tech platform development, IV&V and sustenance which are the dominant technology themes as most financial institutions craft their path to digital. Domain solutions offered include retirement</p>	Silicon Valley	To check fitment to the role Click here



& pension planning, wealth & asset management, payments, risk & compliance, reference data management & underwriting, bank in a box (Temenos, FIS), & customer acquisition and care. **Required Experience** - 8+ years in the IT services industry with the recent 2 – 3 years selling technology solutions (products or services) into the financial services vertical sector. Having won new clients in the vertical sector with potential of \$10+ million ACV. Seeded and pursued large value deals of \$10 + million TCV or higher. Track record of competing and winning against more visible large competitors. A contact network in the vertical which can be leveraged for early business conversations will be a significant asset. KRA's will be order booking and revenue.

Sales director / AVP and market maker – BFS vertical

For a NASSCOM top 15 IT services company. The role will pursue and win new clients in the Banking and capital markets vertical sectors. BFS is the largest vertical for the company. It offers solutions in client onboarding & analytics, digital payments, digital branch and banking, connected customer experiences, commercial lending. Trade finance & cash management among others – and complemented by a complete suite of digital, analytic, app & ITO technologies. **Required Experience** - 10+ years in IT services with the last 2 – 3 selling to the banking / capital markets vertical. Experience of having growing an account or territory to \$10+ million and having pursued deals of \$10+ million TCV. History of seeding solutions proactively and winning business against Tier 1 incumbents. Having sold in the Toronto market and with a network to get early conversations will be highly desirable. KRA's will be new order booking and revenue.

Toronto

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Sales director/AVP – Insurance vertical

For a US headquartered \$200 million insurance focused IT services company. The roles will pursue and win new clients in the Insurance vertical – both P&C and L&A. Focus on the top 20 insurers with potential

New Jersey
Boston
Chicago

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to grow business to \$10+ million. The company has a reference able base of existing clients and offers solutions for Bureau rating, client analytics, and client digital engagement in addition to modernization of application platforms migrations to cloud and package solutions. Required experience - Having pursued and won new clients (focusing on the top 20 insurers) in the Insurance vertical for IT solutions and then mined them for growth. Track record of strategizing and building a territory for new client acquisition. Past association and network in the local market to enable early productivity. KRA's will order booking & revenue generated

**Sales director / AVP
– Financial services
verticals**

For a NASSCOM top 10 IT services company. Pursue and win new clients & business among the financial services verticals. BFSI is among the faster growing vertical sectors for the company. The role requires a high energy sales person who can win against more visible competitors. Having sold into it and a network will be significant assets. Domain solutions offered include bank in a box (Temenos, FIS), risk and compliance, customer acquisition and care, payments, & wealth management complemented by a complete suite of digital, ADM, infrastructure and BPO services. **Required experience** - 10+ years selling IT solutions (products or services) in the USA – the recent 3 – 4 years selling into the financial services vertical sector. Having won new clients in the FS vertical sector with potential of \$10+ million ACV. Seeded and pursued large value deals of \$10 – 20 million TCV or higher. Track record of competing and winning against more visible large competitors. A contact network in the vertical which can be leveraged for early business conversations. KRA's will be order booking and revenue.

US metro city

**To check
fitment to the
role
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Energy and Utilities



Position	Summary	Location	Apply or refer
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Healthcare & Lifesciences

Position	Summary	Location	Apply or refer
Sales director – Pharma vertical	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. Required experience - 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.	New Jersey Philadelphia Indianapolis Chicago	To check fitment with the role Click here

Manufacturing and Hi – Tech

Position	Summary	Location	Apply or refer
Sales director / AVP – Hi Tech enterprise software platforms	For a NASSCOM top 10 IT services company. The role will pursue and win new clients in the among Enterprise technology platforms companies, and may also be assigned an existing account to grow. The company has had significant success growing business with Hi-tech companies including startup's which have subsequently scaled to become large clients. In the hi-tech vertical, solutions offered in product and platform development, sustenance, and validation. Complementing	Silicon Valley	To check fitment with this role Click here



these, a complete suite of offerings for digital engagement, corporate apps, mobility, & analytics, CRM, ERP and IMS. **Required experience** – 5+ 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 \$ 5 - 7 million and pursued deals of \$ 10 + mil TCV. Having sold to or engaged with companies which offer enterprise technology platforms desirable. KRA's will be order booking and realized revenue.

Sales director / AVP – Hi-tech vertical

For a NASSCOM top 10 IT services company. The company has had significant success growing business with Hi-tech companies including startup's which have subsequently scaled to become large clients. It is looking to pursue the growing presence of Hi-tech & ISV companies outside Silicon Valley and that will be the charter for this role. Solutions offered include product and platform development, sustenance, and validation for ISV, compute, devices & storage sub-verticals. Additionally, a complete suite of offerings for corporate apps - digital technologies, mobility, & analytics, CRM, ERP as well as infrastructure and BPO; providing an opportunity to cross and upsell to grow business. .Required experience- 8+ years in IT / platform services with a recent track record of selling / growing business in the hi-tech vertical, winning new clients & building territories with focus on digital & engineering technologies. Demonstrated track record of being able to seed & win deals of \$ 10 + mil TCV.A network of connects among hi-tech/ISV companies in the region, which will allow early conversations will be a plus. KRA's will be order booking and realized revenue.

Dallas
Austin
Denver
Metro
New
York

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Sales director / AVP – Hi-tech or manufacturing vertical

For a NASSCOM top 15 IT services company. The role will pursue & win new clients among the hi-tech & manufacturing verticals, selling predominantly digital, EAS and ITO offerings. 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

US West

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	<p>services experience and at least the recent 2-3 selling into the hi-tech or manufacturing verticals. Track record of being able to seed/pursue digital, apps & IV&V solutions. Having seeded and built a territory / new account from scratch. History of having competed against and won against larger Tier 1 companies. A network of connects which will enable early conversations will be a plus. KRA's will be order booking and realized revenue.</p>		
Sales director / AVP – Hi-tech vertical	<p>For a NASSCOM top 10 IT services company. Working for the regional leader, the role will pursue and win new clients, focusing on the ISV / platform companies. The company offers a suite of solutions in platform development, sustenance and testing across compute, software platforms, & storage along with a full suite of digital, application modernization, automation, next gen data and ITO services. Required experience - 8+ years in IT services with at least the last 2 – 3 years selling platform engineering, IV&V, & digital services into the hi-tech industry. Grown and built a territory or account cluster to \$ 5+ million. Experience of having pursued deals of \$5+ mil TCV. KRA's will be order booking and revenue.</p>	Silicon Valley Seattle	To check fitment to the role Click here
Sales director / Sr. director – Hi-tech vertical	<p>For a NASSCOM top 20 software and platform SI company. The role will pursue new client acquisition in the ISV and technology platform vertical segment. The hiring company is a leading Microsoft SI partner it brings a wide range of capabilities around MS platforms ranging from Dynamics through Azure. In addition, it provides full-service capabilities in digital & analytics, ADM, IV&V, and infrastructure management. Required experience – 5+ years of IT services experience with the recent 2-3 selling into the hi-tech vertical. Track record of successful sales in a competitive account of territory through early identification of opportunities & relationship building with prospects. Having worked with or sold technology services around Microsoft platforms will be a plus. KRA's will be order booking and revenue.</p>	US metro city	To check fitment for this role Click here
Sales director / AVP – Manufacturing vertical	<p>For a NASSCOM top 10 IT services company. Strategize and pursue new client acquisition in</p>	Dallas Chicago	To check fitment



	<p>the region. The hiring company has rich and 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 \$ 5 + million and pursued deals of \$ 10 + mil TCV. A network in the local region which will allow early conversations and productivity will be a plus. KRA's will be order booking and realized revenue</p>	New Jersey	with this role Click here
Sales director / Sr. Director – Manufacturing/Retail/CG verticals	<p>For a NASSCOM top 15 IT services company. Strategize, pursue and win business with companies in the manufacturing / retail / CG verticals in the Midwest. The role needs someone with entrepreneurial energy to strategize, build and grow a market, and win against larger and more visible competitors. The company has reference clients in the respective verticals, offering domain solutions in management of field services, asset management, sales operations, customer experience, sales operations, lead to order and digital commerce. These are backed by offerings in CRM, analytics, AD/AM, Oracle apps, BPO & and ITO. Required experience –8+ years selling IT / BPS solutions. Recent 3 – 4 years pursuing/winning business in the hi-tech, manufacturing or retail / CG verticals. Having scaled an account or territory to \$5 + million and experience of having pursued deals of \$10+ million TCV. KRA's will be order booking and realized revenue.</p>	Chicago Dallas	To check fitment for this role Click here

Media and Telecom

Position	Summary	Location	Apply or refer
Sales director / AVP – Media &	For a NASSCOM top 10 IT services company. Pursue and win new clients in the media / broadcasting vertical sector in the region. The	Los Angeles	To check fitment to this role



Entertainment vertical

company offers domain and technology solutions in operations, billing, streaming, customer care backed by a full suite of horizontal service offerings in digital & commerce, analytics, digital workplace, enterprise apps & cloud migration, platform development & IV&V, & product engineering. **Required experience** – Pursued and won new clients / business in the media or contiguous vertical in the recent 2 – 3 years. Experience of leading deals of \$10+ million TCV and annual achievement of \$6 – 10 million TCV. Familiarity / connect with the prospects and target accounts in media companies which will allow early success will be a plus. KRA's will be order booking and realized revenue

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Retail / CPG / TTH

Position	Summary	Location	Apply or refer
Market maker – Director/AVP – Travel / Hospitality verticals	For a NASSCOM top 20 platform and SAI services company. Pursue new business for digital, analytics and MS Dynamics led solutions into the travel and hospitality industries. The company is very focused on digital transformation anchored by platform-based system integration. Solutions for the travel industry include customer experience management, travel analytics, and omnichannel integration. In addition to platform digital and analytics offerings, t has deep expertise in the MS Dynamics & MS BI / Hybris platforms + has its own IP platforms in niche areas. The go to market focus is to sell a combination of license & services. Required experience - Successful track record of leading new business development in digital led services & IP licenses, focusing on the travel / hospitality industries. Demonstrated ability to engage with prospects in consultative conversations to understand and outline their digital journey. Having sold the Microsoft suite of ERP + BI solutions or similar will be a plus. A history of success with similar size firms (\$100 – 400 mil), building their presence in new markets/prospects and	US metro city	To check fitment Click here



against tier 1 SI's will be an asset. KRA's will be order booking and revenue

Sales director / Sr. Director – Manufacturing/Retail/CG verticals

For a NASSCOM top 15 IT services company. Strategize, pursue and win business with companies in the manufacturing / retail / CG verticals in the Midwest. The role needs someone with entrepreneurial energy to strategize, build and grow a market, and win against larger and more visible competitors. The company has reference clients in the respective verticals, offering domain solutions in management of field services, asset management, sales operations, customer experience, sales operations, lead to order and digital commerce. These are backed by offerings in CRM, analytics, AD/AM, Oracle apps, BPO & and ITO. **Required experience** – 8+ years selling IT / BPS solutions. Recent 3 – 4 years pursuing/winning business in the hi-tech, manufacturing or retail / CG verticals. Having scaled an account or territory to \$5 + million and experience of having pursued deals of \$10+ million TCV. KRA's will be order booking and realized revenue.

Chicago

To check fitment for this role
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