



## Sales positions – service lines/horizontals

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

### Business process services

Position	Summary	Location	Apply or refer
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### Digital & Analytics services

Position	Summary	Location	Apply or refer
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### ERP services

Position	Summary	Location	Apply or refer
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### Infrastructure and cloud services

Position	Summary	Location	Apply or refer
<b>Sales director / AVP – Infrastructure services</b>	For a NASSCOM top 15 IT services company. The role will pursue and win new business for Infrastructure services with existing and new clients focusing on the local geography, and lead all new pursuits. The emphasis will be on large, multi-year deals. Infrastructure services are the fastest growing service line for the company and 15% of overall revenue. The company offers a complete suite– from run through cloud migration and modernization across data center, end user compute, network and security solutions. In the last 24 months it has pursued and won a series of \$30 – 50 million TCV deals, winning them against Tier 1 competition. <b>Required experience</b> - 10+ years in infrastructure services, with the last 3 – 4 years in pursuit and sales for new business. Having pursued and won deals of \$ 10+ million TCV. Experience with the full spectrum of infrastructure from DC to deskside and understanding of DevOps, modernization & cloud migration. KRA's will be order booking and realized revenue.	Metro New York / New Jersey	<b>To check fitment</b> <a href="#">Click here</a>



**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](#)**