



Account manager / Client partner – industry verticals – all services

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

BFSI and services verticals

| Position | Summary | Location | Apply or refer |
|-----------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------|-------------------------------------------------------|
| Account director – Cards and payments sector | <p>This is for a \$ 100 – 150 million tech services company. The role will pursue and win new business with MasterCard. This is a strategic client for the company with revenue in double digit \$ million. It will be focused on net new business, less so on the management of the existing book of business. The hiring company is focused on digital and infrastructure management services, catering to the enterprise verticals of financial services, manufacturing, retail, consumer. It is very sharply focused on the payments sector and MasterCard is among its key clients there. Required experience - Pursued and won new business selling digital / application dev & test / infrastructure project services in to the financial services sector. Experience with cards and payments will be a significant plus. Having worked and grown business - \$ 3 – 4 million ACV and pursued deals of \$5+ million TCV. Having engaged with an account in the double digit million revenue run rate will be a plus. A history of success with similar size firms in the recent past (\$100 - 500 million), building their presence while competing against the much larger branded companies. Demonstrated the ability to build a new business through a combination of self-driven outreach, and proactive seeding of new ideas. KRA's will be order booking and revenue growth.</p> | Metro New York | To check fitment Click here |
| Client partner – Software engineering services – Financial services sector | <p>This is for a \$ 350+ million digital/platform engineering and data services tech company The role will pursue and win new clients for software and data modernization services in the capital markets and banking sectors. For the BFS vertical sector, the hiring firm offers solutions for software development and modernization, cloud ready engineering, test engineering and vulnerability testing, and data platform engineering to create a modern, scalable, and secure infrastructure for high volume B2C industries. There are negligible offerings in</p> | New Jersey – Boston corridor Silicon Valley Los Angeles | To check fitment Click here |



AMS, IMS and large package implementations like Oracle Apps / SAP. **Required experience** - Pursued and won new business for software development / testing / data engineering / digital modernization in the financial services verticals in the recent 2 – 3 years. Demonstrated the ability to map and strategize large clients and engage with them in the initial discovery of opportunities for platform modernization. Won annual new business wins of \$2 – 3 million ACV in realized revenue and having pitched and pursued deals of \$5+ million TCV. Having a history of leading programs / tech initiatives will be a plus. KRA's will be order booking and revenue growth.

**Client partner –
Capital markets
sector**

This is for a \$ 100 – 150 million tech services company. This is a hybrid role. It will grow business with an identified client and also pursue new clients for application services in the capital markets sector. 75-25 revenue goal of client sales and hunting. Given the size of the company, it is seeking entrepreneurial sales persons who can business while competing against large incumbent vendors. The hiring company is focused on application services, catering to the enterprise verticals of capital markets, manufacturing, retail, consumer. Services offered by the company include Calypso implementations, bespoke application development, modernization, testing, SAP and Oracle implementations. **Required experience** - Pursued and won new business selling digital / application dev & test project services into the capital markets sector. Having sold Calypso offerings will be a plus. Demonstrated the ability to drive client growth and win new accounts while competing against large incumbents. Grown an account or territory to \$5 – 10 million in annual revenue while winning new business of \$2+ ACV million or higher annually. A history of success with similar size firms in the recent past (sub \$100 - 500 million), building their presence in new markets/prospects will be an asset. KRA's will be order booking and revenue growth.

Charlotte

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

**Client partner –
L&A Insurance
sector**

This is with an IT services company \$ 6+ billion in revenue. The role will strategize, seed, and grow an existing client in the Life and annuities lines of insurance & wealth management. The existing book of business is in single digits million of annual revenue. The goal is to aggressively grow this to hit \$ double digit million. For the insurance sector, offerings include solutions to support business underwriting, claims, policy administration, and customer care. In addition, for

Boston –
New Jersey
corridor

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



wealth management offerings on customer analytics, ESG and data management. These are complemented by a complete suite of digital, ADM, infrastructure and BPO services. **Required Experience** - 8+ years selling IT solutions– the recent 2-3 years into the life insurance or contiguous vertical. Grown an account or territory to \$8-10 million. Seeded and pursued deals of \$10+ million TCV. Having demonstrated ability to seed proactive solutions and grow business when competing against larger incumbents. KRA's will be order booking and revenue.

CPG and retail verticals

| Position | Summary | Location | Apply or refer |
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Healthcare and Lifesciences verticals

| Position | Summary | Location | Apply or refer |
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| Client partner – Health provider sector | This is with an IT services company \$ 6+ billion in revenue. The role will grow business with 3 – 4 clients in the health provider sector. These are currently small engagements and the goal is to grow them aggressively. It needs someone who understands the health provider sector and has the entrepreneurial zeal to build and grow business significantly. The hiring company has domain solutions to support remote patient monitoring, drug inventory and supply chain, central ops and command center, telemedicine and virtual care, admissions and billing; complemented by a complete suite of digital, cloud, ADM, infrastructure and BPO services. Required Experience - 10+ years selling IT solutions– the recent 3 – 4 in the healthcare provider / services sector while working for a top 20 IT services provider. Demonstrated understanding of health provider processes like admissions, claims, customer services, patient management and inventory. Grown a territory or client to \$10 million and seeded and pursued deals of \$10 + million TCV. Has a track record of growing and winning business against larger incumbents. KRA's will be order booking and revenue. Base compensation | US Midwest | To check fitment Click here |



will be in the 190 – 200K range and additional sales incentives linked to meeting revenue and margin goals.

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| Account director – MedTech sector | <p>This is with a \$600+ million IT services company. The role will be responsible for and grow business in the region with a leading MedTech company. This is a very small engagement currently and the goal is to scale it. The position will need to be technically proficient in IT solutioning and past delivery experience of IT services will be a plus. For the life sciences sector, the company has solutions for connectivity & communications, IOT, device portals, customer engagement management, PLM, supply chain optimization, and inventory management solutions complemented by a full suite of digital, CRM, analytics and ERP offerings. Required Experience - 8+ years' experience in IT services and having sold technology solutions / done account mining in the life sciences / med devices vertical in the recent 2-3 years. Understanding of the domain processes of the industry – drug / device lifecycle, PLM, clinical trials, connectivity, inventory and warehouse management. Having led delivery of IT services projects. Experience of having sold connectivity, app modernization, cloud migration and digital transformation themes. Having sold to, delivered to or worked with Medtronic will be a big plus. Having led a territory or account size of \$ 5 - 10 million and pursued deals of \$5 + million TCV. KRA's will be order booking, margins, and realized revenue.</p> | <p>Minneapolis Dallas</p> | <p>To check fitment Click here</p> |
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Hitech and manufacturing verticals

| Position | Summary | Location | Apply or refer |
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| Client partner – Manufacturing vertical | <p>This is with an IT services company \$ 600+ million in revenue. The roles will grow business with Paccar. The revenue base is in the 6 - \$10 million range with a goal to take it to \$ 15 – 20 million. For the manufacturing vertical sector, the company has strong reference clients and offers a rich suite of offerings ranging from IOT, MES, supply chain, PLM – with a complete range of SAP, Oracle Apps, digital analytics and infrastructure offerings –an opportunity to cross sell a range to build on the current footprint. Required experience – 8 + years in IT services, the recent 2 – 3 years pursuing/winning business with new or existing clients in the</p> | Seattle | <p>To check fitment Click here</p> |



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| | <p>manufacturing vertical. Having grown a territory or account to a \$10 – 15 million annual revenue range. Annual win rate of \$2-3 million ACV range with large deal pursuit experience of pursuing deals of \$10 + million TCV. Experience selling domain led digital, ERP, ADM & modernization solutions. Track record of seeing proactive solutions and competing successfully with Tier 1 competitors. KRA's will be order booking and realized revenue.</p> | | |
| <p>Client partner and regional sales – Manufacturing vertical</p> | <p>This is with an IT services company \$ 600+ million in revenue. The roles will grow business with one or more existing clients. The revenue base is in the \$10 million range with a goal to take it to \$ 15 – 20 million. In addition, there may be goals to pursue and win new clients in the region. For the manufacturing vertical sector, the company has strong reference clients and offers a rich suite of offerings ranging from IOT, MES, supply chain, PLM – with a complete range of SAP, Oracle Apps, digital analytics and infrastructure offerings –an opportunity to cross sell a range to build on the current footprint. Required experience – 8 + years in IT services, the recent 2 – 3 years pursuing/winning business with new or existing clients in the manufacturing vertical. Having grown a territory or account to a \$10 – 15 million annual revenue range. Annual win rate of \$2-3 million ACV range with large deal pursuit experience of pursuing deals of \$10 + million TCV. Experience selling domain led digital, ERP, ADM & modernization solutions. Track record of seeing proactive solutions and competing successfully with Tier 1 competitors. KRA's will be order booking and realized revenue.</p> | <p>Connecticut or daily driving distance</p> | <p>To check fitment Click here</p> |
| <p>Client partner – hi-tech vertical – engineering services</p> | <p>This is with an IT/engineering services company – about \$ 6+ billion in revenue. Working with the global client partner, the role will pursue and grow business with Google. This is a strategic client and the hiring firm has grown significantly here in the recent years. The hiring company offers a range of solutions & services in platform development, sustenance, and IV&V in addition to offerings in digital, analytics, and the full spectrum of ADM and ITO. Required experience - 10 + years of IT services experience with the recent 3 – 4 selling platform development / IV&V or digital services to the hi-tech vertical. Track record of crafting/ pursuing and winning deals of \$ 5 + million & scaling business to \$10+ million. Having sold platform engineering solutions to</p> | <p>Silicon Valley</p> | <p>To check fitment Click here</p> |



Google or one of the larger Hi-tech companies will be a plus. KRA's will be new revenue realized and margins.

Media and telecom verticals

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|--------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------|-------------------------------------------------------|
| Client partner – Media / Entertainment vertical | <p>This is with a \$600+ million IT services company. The role will pursue grow business with Disney. This is a key client with revenue in the high single digit millions. For the media and communications sector, the solution offerings include customer experience, and analytics, contract lifecycle management, salesforce management, digital marketing, and content management, complemented by a full suite of digital, CRM, analytics and ERP offerings. Required Experience - 10+ years' experience in IT services and having sold technology solutions in the media, communications or tech verticals in the last 2 – 3 years. Having sold to or engaged with Disney on behalf or an IT services company in the recent 2-3 years. Experience of having sold app modernization, cloud migration and digital transformation themes. Having led an account size of \$ 10+ million and pursued deals of \$10+ million TCV. KRA's will be order booking, margins, and realized revenue</p> | Los Angeles Orlando | To check fitment Click here |