



Sales positions – industry verticals – hunting new business

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

Regional sales

Position	Summary	Location	Apply or refer
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BFSI

Position	Summary	Location	Apply or refer
Sales manager – Financial services verticals	For a \$ 100 – 150 million tech services company. The role will pursue and win new clients for application services in the capital markets and banking sectors. The hiring company is focused on application services, catering to the enterprise verticals of financial services, manufacturing, retail, consumer. Given the size of the company, it is seeking entrepreneurial sales persons who can build local markets through a combination of their own outreach and leveraging inside sales and event participation. Services offered by the company include bespoke application development, modernization, testing, SAP and Oracle implementations and specialized packages like Calypso for Capital markets. Required experience - Pursued and won new business selling digital / application dev & test project services. Demonstrated the ability to build a new territory through a combination of self-driven outreach, inside sales and event participation. Won annual new business wins of \$2+ million in realized revenue. 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 Click here

Energy and Utilities

Position	Summary	Location	Apply or refer
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Healthcare and Pharma



Position	Summary	Location	Apply or refer
Sales director / Sr. Director – Pharma sector	<p>This is with a \$600 + million IT services company. The role will pursue & win new clients in the pharma and lifesciences sector. For the pharma / health vertical, the company has solutions for customer engagement management, supply chain optimization, MES, ERP, and inventory management solutions complemented by a full suite of digital, CRM, analytics and ERP offerings.</p> <p>Required Experience - 10+ years' experience in IT services and having sold technology solutions / won new clients in the pharma vertical in the recent 2-3 years. Understanding of the pharma domain themes – drug discovery, covigilance, supply chain & distribution. Experience of having sold app modernization, cloud migration and digital transformation themes. Having booked \$2-3 million ACV in recent years and pursued deals of \$5+ million TCV. KRA's will be order booking, margins, and realized revenue</p>	<p>New Jersey</p> <p>Chicago</p> <p>Boston</p> <p>San Francisco</p>	<p>To check fitment</p> <p>Click here</p>
Sales AVP – Health payer sector	<p>This is for a \$5+ billion technology services company. The role will pursue and win new clients in the Healthcare payer sector in the region. The hiring firm offers domain solutions for provider network management, cost of care estimation, customer care and billing, analytics of cost of care and patient management. Complementing this is a range of legacy modernization, digital, analytics, app, BPO, & infra services. Required experience - 10+ years in IT services, the last 2 – 3 selling IT services to the health payer vertical sector. Having won annual business of \$3 – 4 million ACV and experience of pursuits of a TCV of \$ 10 + million. A network with health payers which will enable early conversations. Having sold into the health payer on behalf of a top 15 IT services company (Revenue >\$1 billion). Tenure with employer(s) of at least 4 – 5 year stretches. KRA's will be order booking and revenue growth.</p>	<p>US East</p> <p>US Midwest</p>	<p>To check fitment</p> <p>Click here</p>

Manufacturing and hi-tech

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Media/Entertainment and telecom verticals



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