



## 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
<b>Sales director / AVP – BFSI sectors</b>	This is with an IT services company \$6+ billion in revenue. The role will pursue and win new clients & business in the financial services and fintech vertical sectors – banking, capital markets and insurance. Domain solutions offered include retirement & pension planning, wealth & asset management, payments, risk & compliance, reference data management & underwriting, bank in a box (Temenos, FIS), customer acquisition and care, solutions to support business underwriting, claims, policy administration. These are complemented by a complete suite of digital, ADM, infrastructure and BPO services. <b>Required Experience</b> -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 (banking, capital markets or insurance). Having pursued and won new clients in the BFSI sector with potential of \$10+ million ACV. Seeded and pursued large value deals of \$10 + million TCV or higher. Having sold for a top 10 IT services company ( TCS through LTIMindtree) in the recent 2-3 years. 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.	Metro New York	<b>To check fitment</b> <a href="#">Click here</a>
<b>Sales director Insurance vertical</b>	For a US headquartered \$250 – 300 million Insurance focused IT services company. Pursue and win new clients in the Insurance vertical – both P&C and L&A. Focus on the top 20 insurers with potential to grow business to \$10+ million. The company has a reference able base of existing	New Jersey through Boston	<b>To check fitment</b> <a href="#">Click here</a>



clients and offers solutions for Bureau rating, client analytics, and client digital engagement in addition to modernization of application platforms, next generation application assurance, 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. Won \$ 2 million ACV p.a. in new business in the recent years and pursued deals of \$5+ million TCV. Past association and network with the P&C insurance sector in the local market to enable early productivity. KRA's will order booking & revenue generated.

## Energy and Utilities

Position	Summary	Location	Apply or refer
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## Healthcare and Pharma

Position	Summary	Location	Apply or refer
<b>Sales director / Sr. Director – Pharma sector</b>	<p>This is with a \$600 + million IT services company. The role will pursue &amp; 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><b>Required Experience -</b> 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 &amp; 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><b>To check fitment</b></p> <p><a href="#">Click here</a></p>



## Manufacturing and hi-tech

Position	Summary	Location	Apply or refer
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## Media/Entertainment and telecom verticals

Position	Summary	Location	Apply or refer
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