Business leadership and corporate roles

BFSI

Position	Summary	Location	Apply or refer
Sales leader – BFS sectors - USA	This is for a sales leader for an IT services company, very Capital Markets focused. While the overall revenue is in the $100 mil range, a very large chunk comes from India and ME. 20% of overall revenue is in the USA. This position will get to drive this $20 million existing book with a goal to double it in the next 3 – 5 years - organic. They will buy a company soon to expand service offerings in the USA and increase pace of growth. A reputed PE has recently taken a big stake. The company has a single sector of focus i.e. Capital markets and more so in the equities / trading / management. In this space it offers app / digital modernization and has a good history and credential. The additional service line is application development for identity/access management and related areas of security. **Required Experience** - The company is seeking a leader who is pure sales – very active new business hunting background and in capital markets especially the equities / bond / trading companies. Will have to bring a good network in capital markets. Bring reach. Have experience of integrating a buy. Ability to attract sales talent will be a big plus. It will be a role with aggressive timelines to show results. PE expectations for results will be high. Compensation will include stock.	Preferred North East but other locations an option too	**To check fitment** [Click here](#)

Manufacturing / industrials and hitech

Position	Summary	Location	Apply or refer
Sales leader – VLSI and embedded services	This is for a rapidly growing semi, embedded and board design and validation company, about $150 -200 million in revenue. The role will lead all sales – new logo acquisition as well as winning new business with existing clients. Focus industries are the semi design companies, companies doing their own independent semi design and validation (like MS, FB, Google) and industries which need	Silicon Valley or Dallas preferred	**To check fitment** [Click here](#)

embedded software design and validation like med devices and automotive. The hiring company offers analog and mixed signal design, physical design, design for test, verification and post silicon PCB design and testing. In embedded, FPGA, firmware and automotive. **Required experience -** Demonstrated history as a national or global sales leader for semiconductor / embedded design and validation services. Brings an in depth understanding of the industries which are potential buyers of semi / embedded services and how to strategize and win business there. Led business scale of $100 million or larger for engineering / semi / embedded design and validation services. Demonstrated success of putting in and fostering methodical sales processes and mentoring, making sales teams successful. KRA's will be order booking and revenue growth.

Multi - sector

Position	Summary	Location	Apply or refer
Sales leader – Cybersecurity services - USA	This is for a fast growing $40+ million cybersecurity services firm which has doubled revenues the past 3 years. This is part of a $85 million technology services company and its largest business unit. Working for the CEO, the role will lead a national sales team, grow all existing clients and pursue new logos to acquire with a goal to double the business in the next 3 – 4 years. The company is aiming for very rapid growth – both organic and inorganic and looking for a leader who can scale as the company grows. The hiring firm offers the full range of cyber services – Identity/access management, cybersecurity risk advisory, security verification, security engineering, managed detection and response and cloud security. **Required experience -** Demonstrated history as a national or very large region sales leader who has pursued growth for technology services in existing accounts and won new clients in the USA. Has led sales growth to $50+ million. Has sold / brings familiarity with the offering set in cybersecurity. Does not have to be a subject matter expert but should have an understanding of key offerings in cybersecurity. Demonstrated an ability to win business for a small company (sub $300 million) when competing against leading brands of the IT services	US East or Midwest	To check fitment [Click here](#)

industry. Having built and led teams of account / sales managers and made them successful. KRA's will be order booking and revenue growth.

Corporate / staff roles

Position	Summary	Location	Apply or refer
Alliance director – Cloud and cybersecurity alliances	This is for a technology services company, $100+ million in revenue. The role will be responsible for creating visibility and traction for the company with its alliance partners in cloud, cybersecurity and digital. It will be responsible for building engagement with the partner salesforce, map their offerings, work with the in—house sales and client sales teams and drive business growth. It will oversee enterprise pipeline of partner-specific opportunities and focus on forecasting, enablement, and performance management resulting in increase in partner-generated revenue. Create marketing plan/agenda, collateral development, and fund utilization plan with 'regional marketing'; track execution & effectiveness KPIs. **Required experience -** 10+ years' experience in business roles in the IT services industry with 3 – 4 years in alliances and partner management – especially with cloud and cybersecurity platform companies like Amazon, Microsoft, Palo Alto Networks, and Google. Having worked closely with partner sales and partner management teams to create joint go to market, marketing and innovation programs. Demonstrated experience of having worked with matrix sales teams to strategize, pursue and win business for partner led offerings. KRA's will be order booking and realized revenue.	US Metro city	**To check fitment for this role** [Click here](#)