

Business leadership and corporate roles

BFSI

| Position | Summary | Location | Apply or refer |
|-----------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------|-------------------------------------------------------|
| Sales leader – BFS sectors - USA | <p>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.</p> | Preferred North East but other locations an option too | To check fitment Click here |

Manufacturing / industrials and hitech

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| Sales leader – VLSI and embedded services | <p>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</p> | 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

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| Sales leader – Software engineering and IV&V services | <p>This is with a US headquartered software and digital engineering services company, revenue of \$1.5 - 2 billion. The role will individually engage and also lead a team to grow business with existing clients across industries – especially in commerce, distribution, e-learning, & transaction processing. These companies are PE assets and hence engagement with the PE principals to also build a pipeline of prospects among companies they invest in will be important to success. The PE group is a very well-established channel within the company and constitutes over 25% of current revenue. The hiring company is among the pioneers in “lab for hire” and specializes in platform development, IV&V, modernization, sustenance and analytics – across industries – for any business or industry looking to build software platforms to drive business outcomes. Required experience - 15 + years of technology services experience, with experience in strategizing and selling multiyear deals for platform development and sustenance. In the recent 3 – 4 years, grown a territory or account cluster to \$ 50 + million and experience of pursuing deals of \$15+ million TCV. Having built, led and made successful a team of sales hunters and / or account sales persons. Knowledge of contemporary and emerging technology solutions in platform development, modernization, SaaS and cloud migrations. Experience of</p> | <p>Silicon Valley</p> <p>Or US metro city</p> | <p>To check fitment Click here</p> |

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| | <p>having worked with / engaged with private equity companies, while pursuing business for technology services. Having sold for HCL Technologies will be a big plus. KRA's will be order booking and new revenue with annual goals of \$15% - 25% revenue growth.</p> | | |
| <p>Sales leader – B2B commerce SaaS platform</p> | <p>This is for a growing B2B SaaS platform company, with current revenue in the \$20 million range. The firm offers an E-commerce and content platform which is widely adopted by small and mid-size businesses across industries. Integrating with ERP packages, this completes the full order to deliver chain for businesses with focus on B2B commerce. The role will lead all sales – new logo acquisition as well as winning new business with existing clients (outside current streams already sold), with a goal to double the business in the next 3 – 4 years. Focus industries are industrial supply, construction materials, plumbing, HVAC, safety materials, electrical and farm materials. Required experience - Demonstrated history as a national or very large region sales leader who has pursued growth for SaaS commerce or contiguous platforms – focusing on the small and mid-markets. Has sold / brings familiarity with the offering set B2B commerce and its related ecosystem of content, transaction management, warehousing, supply chain. Experience of having sold to the industrial, construction, farming supply industries. Demonstrated an ability to win business for a small company (sub \$50 million) when competing against leading brands. Has led sales growth to \$30+ million. 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.</p> | <p>USA metro city</p> | <p>To check fitment Click here</p> |
| <p>Sales leader – Cybersecurity services - USA</p> | <p>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</p> | <p>US East or Midwest</p> | <p>To check fitment Click here</p> |



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 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

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| 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 | US Metro city | To check fitment for this role Click here |

revenue.