



## Senior Sales Executive – Insurance (BPO / Contact Center / CX | AI-Driven Solutions)

We are seeking a senior-level **Sales Hunter** with deep expertise in the **Insurance industry (P&C and/or Life & Annuities)** to drive net-new logo acquisition within our AI-first Contact Center BPO/BPaaS business. This is not a generalist role. Candidates must bring **significant, recent, and proven experience selling into Insurance** with a track record of originating and closing large, complex BPO/CX deals.

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Our client is a \$30B+ global business and technology services leader, serving 75% of the Fortune Global 100. They deliver end-to-end services across AI, cloud, data, digital operations, and consulting. With over \$3B invested annually in R&D, the firm is at the forefront of AI-first transformation, helping clients modernize operations, enhance customer experience, and drive measurable business outcomes.

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### What You'll Do


- Operate as a **true market-maker**—creating demand and originating net-new opportunities within Insurance
  - Build and own **C-level relationships** (COO, CIO, CFO, Heads of Operations)
  - Sell **AI-first BPO/BPaaS CX solutions** across claims, policy servicing, and customer operations
  - Lead **end-to-end sales cycles** for large deals (>\$20M TCV)
  - Develop and execute **Insurance-specific go-to-market strategies**
  - Serve as a **thought leader** within the Insurance ecosystem
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### What You Bring

- 10+ years of enterprise sales experience
  - **Deep Insurance domain expertise (P&C and/or L&A)**
  - 7+ years closing **large BPO deals (\$20M+ TCV)**
  - Proven **hunter mentality**—you build pipeline from scratch
  - Strong understanding of **Insurance core operations**
  - Dedicated experience selling **BPO / CX / Contact Center solutions**
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### What Sets You Apart

- Ability to connect **AI (agentic + generative)** to Insurance outcomes
- Executive presence with enterprise buyers
- Consistent track record of exceeding quota

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