Senior Sales Executive – Life & Annuities

The Sales Executives for Industry Solutions will have a high-visibility and high-impact role as part of the L&A Insurance go-to-market selling team. In this position, the Sales Executive will be expected to drive results by leading market and client acceptance for specific Industry Solutions and Intellectual Property that are a critical part of our Clients' Data strategy. This individual will lead the way by creating and developing sales opportunities and by leading the support team to close deals and pursue opportunities in specific TPA, BPO, I.T., and Consulting swim lanes or specialized service offerings. They will establish business partner relationships with many of the current customers and new logos to demonstrate the ability to deliver value and outcome-based solutions for their enterprise.

This will involve selling specific offerings, or solution sets that are competitive and differentiated, such as: Data & Digital Platforms, Data Intelligence, Intelligent Automation, Digital Operations, Journey to the Cloud, and Partnership solutions, including Service Now + Salesforce integration specifically customized to support NTT Data Services clients in the Insurance vertical industry.

Responsibilities:

- Focused within a specific subset of the current client accounts and targeted new logo accounts to drive new revenue and profits by achieving Total Contract Value (TCV), In- Year Revenue, and Gross Margin targets for a specific industry solution set
- Work in tightly coupled collaboration with the account Client Executive who owns the account P&L and overall client strategy and satisfaction scores to create and drive specific sales opportunities within the assigned offering solution set
- In the new logo target accounts, the Sales Executive will respond to RFPs only where significant relationships can be leveraged or by collaborating with outside entities that sell in the same ecosystem
- Leverage the marketing team with focused and targeted campaigns and lead generation activities to create demand for a specific offering solution set within new logos and specific target current accounts
- Employ an "offerings" focus with a broad approach to leverage all the assets and capabilities to sell unique outcome-based solutions for our clients
- Anticipate how market and competitive factors will influence the selling of the Services and partner with their clients to create unique and value-based relationships with clients

Basic Qualifications:

- Minimum 14 years of overall experience selling information technology, intellectual property and consulting-related services to both the Business and IT organizations in the Life Insurance business (including but not limited to TPA Platform services, BPO, SaaS and Tech offerings).
- Minimum of 3+ years' experience selling the one specific industry solution set (from the list above), including professional services and intellectual property in a quota-measured role and specific domain knowledge in Life & Annuity Insurance as appropriate for the role.
- Minimum of a bachelor's degree

Preferred Qualifications:

- A 3-year recent track record of achieving at least one of the sales targets, including TCV, Revenue, or Gross Margin goals in the Life & Annuity business (including but not limited to TPA Platform services, BPO, SaaS, and Tech offerings)
- Demonstrated success developing trusted executive relationships and expanding base of influence within accounts or assigned business territory
- Successful methodology/ approach and track record of building 3-times quota targets in qualified pipeline and sustaining it over the fiscal or selling year
- Possess excellent written and oral communication skills
- Able to travel at least 50% of the time or as is necessary to manage a pursuit

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