



GCC SALES HUNTER & RAINMAKER – NORTH AMERICA MARKET

Location: India / Remote

Market: North America – USA & Canada

Experience: 12–20+ years

Function: GCC Business Development / Enterprise Sales / New Business

Industry: IT Services, Digital Engineering, AI, Cloud, Consulting & Technology

ABOUT THE ROLE

We are looking for an exceptional **GCC Sales Hunter & Rainmaker** who can identify, originate and close opportunities with North American companies looking to establish, expand, transform or scale Global Capability Centers (GCCs) in India.

This is a **high-impact new-business role** for an individual with an established network among North American CXOs, technology leaders, business leaders, PE/VC-backed companies and organizations evaluating India as a strategic talent and technology destination.

The individual will be expected to operate as a **market-maker**, not simply as an IT services salesperson.

The mandate is to identify the early signals of GCC creation or expansion, engage the right executives before an RFP exists, shape the business case and convert the opportunity into a GCC advisory, build-operate-transfer, managed GCC, technology or IT services engagement.

THE CORE MANDATE

IDENTIFY → INFLUENCE → CREATE → SHAPE → WIN

The successful candidate will:

Find companies considering India → identify the decision-makers → create the GCC conversation → influence the operating model → position the organization → close the engagement.

KEY RESPONSIBILITIES

1. GCC Hunting – North America

Build and own a pipeline of North American companies that are:

- Planning a new India GCC
- Evaluating India as a delivery / engineering location
- Expanding an existing India GCC
- Transforming an existing captive center
- Consolidating global technology operations
- Moving from outsourced IT to captive operations
- Looking to build engineering / product teams in India
- Establishing AI / Data / Cloud / Digital engineering capabilities
- Looking to acquire technology talent in India

Develop a systematic **GCC early-warning and trigger-based prospecting engine.**

2. Be a GCC Rainmaker

We are looking for someone who brings **relationships, reputation and revenue.**

The candidate should ideally have access to senior leaders across:

CEO | Founder | CIO | CTO | CDO | COO | CHRO | Chief Strategy Officer | Chief Transformation Officer | CFO | Head of Global Capability | Head of Engineering

The ability to **open doors that ordinary salespeople cannot** is critical.

3. Identify Early GCC Triggers

Develop intelligence around signals such as:

- New CTO / CIO / CHRO appointments
- India leadership hiring
- India-based engineering leadership appointments
- Job openings indicating a new capability build
- New technology investment
- M&A activity
- PE investment
- Rapid workforce expansion
- Technology cost optimization
- New product development
- AI / GenAI initiatives
- Global engineering expansion
- India market entry
- Existing India vendor expansion
- Leadership announcements around global delivery
- New India entity formation
- Office / real-estate activity
- Consulting engagements around global operating models

Convert these signals into **sales-qualified GCC opportunities.**