

Australia Jobs Expertini®

Channel Sales Representative

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Company: Cerner

Location: North Ryde

Category: other-general

Why NetSuite?

We pioneered cloud ERP, establishing ourselves as industry leaders.

We have a global customer base of over 37,000 satisfied clients.

Join a vibrant and dynamic work culture that fosters genuine teamwork.

Our platform receives rave reviews from our customers.

Collaborate with highly successful Partners to develop key strategies for our Australian accounts.

Our product portfolio continues to expand year after year.

Engage in daily consultative customer interactions focused on driving authentic business growth.

There is ample room for personal and professional growth within Oracle and NetSuite.

When customers choose NetSuite, they stay with us.

Enjoy a fantastic, uncapped commission structure.

Work with warm existing accounts and top-tier partners.

Career Level - IC2

As a world leader in cloud solutions, Oracle uses tomorrow's technology to tackle today's problems. True innovation starts with diverse perspectives and various abilities and backgrounds.

When everyone's voice is heard, we're inspired to go beyond what's been done before. It's why we're committed to expanding our inclusive workforce that promotes diverse insights and perspectives.

We've partnered with industry-leaders in almost every sector—and continue to thrive after 40+ years of change by operating with integrity.

Oracle careers open the door to global opportunities where work-life balance flourishes.

We offer a highly competitive suite of employee benefits designed on the principles of parity and consistency. We put our people first with flexible medical, life insurance and retirement options. We also encourage employees to give back to their communities through our volunteer programs.

We're committed to including people with disabilities at all stages of the employment process. If you require accessibility assistance or accommodation for a disability at any point, let us know by calling +1 888 404 2494, option one.

Disclaimer:

Oracle is an Equal Employment Opportunity Employer*. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, national origin, sexual orientation, gender identity, disability and protected veterans' status, or any other characteristic protected by law. Oracle will consider for employment qualified applicants with arrest and conviction records pursuant to applicable law.

*** Which includes being a United States Affirmative Action Employer**

Sales focused Account Manager / Channel Relationship Manager – Global Cloud Leader

We are seeking a Sales Hunter to collaborate with our existing Customers and Partners.

Responsibilities:

Collaborate closely with Channel Partners in Australia to develop strategies for our customers.

Manage a portfolio of existing NetSuite customers Nationally.

Cultivate relationships with decision-makers at all levels within our key customer organizations.

Drive annual customer spend growth through in-depth analysis of customer business requirements.

Achieve and exceed sales quotas by partnering with the channel to renew assigned accounts, sell additional modules, and offer services to expand NetSuite's footprint within customer organizations.

Coordinate go-to-market plans with our partners to expand their customer base.

Work closely with internal presales and professional services teams to secure opportunities.

Develop industry-specific knowledge and expertise and effectively communicate the value proposition of all NetSuite offerings.

Generate, manage, and forecast the sales pipeline in alignment with monthly and quarterly targets.

Conduct weekly face-to-face meetings with customers.

Expand the contact base within customers and explore opportunities across new business lines.

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