

Cloud Applications Sales Representative - Expressions of Interest

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Company: Oracle

Location: Melbourne

Category: Other-General

****Cloud Applications Sales Representative - Expressions of Interest**** ****Preferred Qualifications**** Oracle is leading the digital revolution. We are empowering nearly half a million businesses across the globe to turn untapped potential into real business value.

You will connect the biggest enterprises of today with the tools to compete in the digital economy of tomorrow. ****About Oracle Cloud Applications**** Oracle Cloud Applications is the world's most complete cloud applications suite.

More than 30,000 organizations of all sizes rely on and run their most important front and back-office business operations on Oracle Cloud Applications. Engineered to work together, it delivers continuous innovation via quarterly updates across every business function, from Finance, HR, Supply Chain, Manufacturing, Sales, Customer Service and Marketing.

Oracle Cloud Applications encompass ERP Cloud, EPM Cloud, SCM Cloud, HR Cloud, Customer Experience Cloud etc. ****Description**** ****What You'll Do**** Be the vital piece of the puzzle that connects us to the millions of businesses that need our help to evolve.

You will: + Identify, nurture and close complex deals – managing the end-to-end sales cycle with the objective to achieve assigned sales targets + Drive pipe generation through cold calls, digital selling and working with BD team + Establish and strengthen your business relationships with new and existing customers to ensure their needs are met + Deliver on

Oracle's growth expectations in our SaaS Solutions ****Required Skills/Experience**** ****What You'll Bring**** Your enthusiasm, knowledge, and customer-centricity will help us become the number one cloud company in the world. We also look for: + Solid track record in selling cloud applications such as ERP, HCM or CX + Strong business acumen with the ability to identify and pursue sales opportunities to closure + Ability to nurture customer relationships, understand their unique business realities to develop strategies and enhance Oracle's share of the market ****Benefits**** ****What We'll Give You**** A career at Oracle is defined by you.

We give you the freedom—and the skills—to write your own success story. Whatever avenue you go down, you'll gain priceless learning experiences and be supported to do your best work.

+ Multinational working environment that brings people from diverse backgrounds, perspectives and abilities together + Corporate culture that promotes diversity, inclusion and innovation + Exposure working with a leading Technology firm at an exciting time where the focus is on Cloud whilst experiencing growth and transformation! + Competitive benefits ****Apply Now**** ****Create the future with us. Apply now.**

**** Register your interest and connect with us today if you are open for future Sales opportunities with us within the Oracle Cloud Applications Sales team! We will get in touch with you for an initial exploratory conversation. ****Detailed Description and Job Requirements**** Sells a subset of product or services directly or via partners to a large number of named accounts/non-named accounts/geographical territory (mainly Tier 3 accounts).**

Primary job duty is to sell business applications software/solutions and related services to prospective and existing customers. Manage sales through forecasting, account resource allocation, account strategy, and planning.

Develop solution proposals encompassing all aspects of the application. Participate in the development, presentation and sales of a value proposition.

Negotiate pricing and contractual agreement to close the sale. Identify and develop strategic

alignment with key third party influencers.

Leading contributor individually and as a team member, providing direction and mentoring to others. Work is non-routine and very complex, involving the application of advanced technical/business skills in area of specialization.

8 years applicable experience including 7 years of sales experience. Successful sales track record.

Ability to penetrate accounts, meet with stakeholders within accounts. Oracle knowledge and/or knowledge of Oracle's competitors.

Interaction with C level players. Team player with strong interpersonal /communication skills.

Excellent communication/negotiating/closing skills with prospects/customers. Travel may be needed.

Bachelor degree or equivalent. ****Job:**** Sales ****Location:**** AU-AU,Australia-Sydney ****Other Locations:**** AU-AU,Australia-Melbourne, AU-AU,Australia-Brisbane, AU-AU,Australia-Perth ****Job Type:**** Regular Employee Hire ****Organization:**** Oracle

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