

## Cloud Technology and Platform Sales Representative, South Australia

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Company: Cerner

Location: Adelaide

Category: other-general

The Cloud Platform Sales Rep is responsible for the sales of Technology Cloud products in the specified territory allocated to this role.

This role is responsible for selling technology Cloud products and related services in a defined territory delivering to a set target. Irrespective of achievement against quota, the sales representative will also be performance measured against Oracle important metrics to meet required objectives for the Digital Technology Line of Business.

To be successful, you will proactively develop Oracle PaaS/IaaS business, sales discipline, cloud market and products awareness along with a high standard of professionalism and hunting sales experience are key qualities to ensure that we grow a balanced business leveraging all appropriate channels.

### **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.

- Drive overall execution and sales delivery of license revenue targets for Oracle Technology PaaS/IaaS products.
- Focus on selling Oracle PaaS/IaaS to existing customers and prospecting for new customers in the assigned territory.
- Provide accurate weekly forecast updates to management.
- To meet or exceed quarterly sales targets including KPI's in your assigned accounts and/or within an assigned geographical or vertical market
- Work with other Oracle sales teams (Systems, Industry and Applications) to identify

opportunities for Technology/PaaS/IaaS. Bring value for these teams by proactively proposing solutions to increase deal value, Oracle differentiation, and increase customer benefits.

- Contribute to product success by building opportunity pipeline, qualifying prospects and closing business.
- Work in Oracle systems as required by the role and specified by the manager (Oracle CRM, Oracle territory management tools, etc.).
- Expand sales to current customers by identifying additional business needs and selling the Oracle technology solutions to meet those needs.
- Assess market opportunities and develop territory plan to meet revenue objectives.
- Perform sales forecasting, account planning and other related sales administrative tasks to grow assigned business profitability.
- Define Value Propositions for Oracle Applications.
- A professional presence to lead the sales process with appropriate customer executives or to participate as a team member in the joint sales process with business partners.
- Collaborate with Business Development/Pre-sales/Marketing teams to create sustainable lead generation engine for the territory.
- Maintain an understanding of Oracle's strategic direction and interpret its relevance to customers

Career Level -

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**

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.

**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:

- At least 6 years in selling IT solutions.
- Competent in understanding IT market in the given geography and able to understand how to position Oracle PaaS/IaaS in the market landscape.
- Hunting experience (vs. working with known customers – continuous search for new customers in a programmatic manner) is strongly preferred.
- Strong organizational and management skills – able to plan and execute multi-functional workloads (Territory planning, Campaigns initiation, Cross LOB alignment, Demand Generation activities follow up, Channel activities, etc.).
- Competitive product knowledge.
- Experience/knowledge of selling solutions using Digital and social media would be preferred.
- High level of communication skills, both written and oral / excellent presentation skills
- Influencing and negotiating skills
- Customer focus and ability to build relationships
- Consultative selling experienced, able to position solutions at an executive level.

- Self-motivator with the ability to work independently (as required)
- Bachelor's degree or equivalent

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