

Client Solution Director

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Company: Oracle

Location: India

Category: other-general

Responsible for sales of Oracle consulting services.

Career Level - IC5

Responsible for selling a sub-set of Consulting solutions and services. Drive gathering and reuse of IP in positioning Consulting solutions. Contributes to the achievement of a solution/business unit target. Has a good understanding of the relevant market. Recognized senior solution expert internally and externally. Provides detailed expertise in creating technical solutions for specified needs and for creating cross-solutions where needed. Drive key strategic sales programs and initiatives in alignment with Licensee sales. Lead strategic account planning for major accounts where in depth knowledge of a solution set, including competitive offerings affect the long term objectives and strategy.

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