

Oracle Database Presales Specialist

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Company: Oracle

Location: gurugram

Category: other-general

As a Principal Sales Consultant you will be responsible as the expert for formulating and leading presales technical / functional support activity to prospective clients and customers while ensuring customer satisfaction. Acts as a technical resource and mentor for less experienced Sales Consultants. Focuses on large or complex sales opportunities that need creative and complex solutions. Develops productivity tools and training for other Sales Consultants. Develops and delivers outstanding Oracle presentations and demonstrations. Leads any and all aspects of the technical sales process. Advises internal and external clients on overall architect solutions. Provides direction and specialist knowledge in applying the technology/application to client business. Facilitation of customer product/application understanding through presentations demonstrations and benchmarks; provision of support throughout the sell. As a Senior Sales Consultant you will be responsible as the expert for - Formulating and leading presales technical activity to prospective clients and customers while ensuring customer satisfaction. Acts as a technical resource and mentor for less experienced Sales Consultants. Focuses on large or complex sales opportunities that need creative and complex solutions. Develops productivity tools and training for other Sales Consultants. Develops and delivers outstanding Oracle presentations and demonstrations. Leads any and all aspects of the technical sales process. Advises internal and external clients on overall architect solutions. Thorough knowledge on Oracle Database capabilities not limiting to clusters, data replication & integration, all security components, capacity planning for custom build applications, multitenant, security features, Development features and performance tuning. Good knowledge and understanding on NoSQL and

other RDBMS database from competitive stand point (e.g. MongoDB, Casandra, MS SQL, PostgreSQL etc.) Acknowledged authority within the Corporation. Acts as a leader of large-scale company initiatives. Viewed by peers as a leader and top contributor and by line management as a key business partner. 3 years vendor (sales and marketing) experience. 8+ years business experience with relevant computer applications or database/tools. Ability to implement the most advanced product features. Thorough knowledge of system and application design. In depth knowledge of competitors. Demonstrated project management skills. Demonstrated excellent verbal and written communication skills: needs analysis, positioning, business justification, closing techniques. Ability to persuade others through presentations, demonstrations, and written communication. Ability to travel as needed. BA/BS degree or equivalent, advanced degree highly desirable.

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