

## Solution Consulting Snr Director

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Company: Oracle

Location: India

Category: other-general

1. Provides technical leadership to the Regional Pre-sales team
2. Serve as the primary point of contact for regional India Hybrid Cloud presales activities and Responsible for outcome of all presales engagements.
3. Support Sales teams during complete sales cycle with Customer meetings, Product Positioning, Architecture discussions, Proof of Concepts, Demos, building return on investment/TCO.
4. Responsible to help deliver Sales quota for the India Region.
5. Participates in account planning and strategy development.
6. Assists in the development of short, medium, and long term plans to achieve strategic objectives.
7. Regularly interacts across functional areas with senior management or executives to ensure regional objectives are met
8. Prepare and educate customers on new Product features and releases
9. Serve as the customers advocate and provide feedback to product management and development organizations
10. Work with Partners and other internal Oracle stakeholders to align pre sales activities with the customer's business case and strategy.
11. Gain Architectural Control of Top Customers and Drive high customer Happiness
12. Develop reference accounts & customer advocates
13. Conduct Quarterly business reviews with customer, Sales and Pre-sales team
14. Responsible to identify emerging technology trends and prepare team to optimally ride

trends in Data Management, Datacenter Modernization, Hybrid Cloud, Data lake/Datawarehouse etc.

15. Continuous Engagement and interaction with C level executives. Maintain Executive level relationship with Technical decision makers of all large customers

16. Responsible for team's skill development by identifying and nominating folks for right technical/non-technical trainings

As part of the Oracle sales team you will advise and manage pre-sales resources throughout the sales cycle. Provides technical/functional leadership to the sales team in the development and implementation of customer applications and customer products. Participates in account planning and strategy development. May publishes technical information of specific applications and/or technical articles. Works with management to define new products. Serves as the company liaison on specific technical projects with customers!

### **Required Qualifications and Experience**

Overall 18+ years of experience with Minimum 15 years in an external customer facing role

Proven experience in selling & positioning Oracle Offerings

Passion, energy and ability to evangelize and expanded the footprint of Oracle cloud platform and Services with initiatives like Data Science, AI, Mobility, Digital and Cloud.

Experience in a customer-facing, role such as Pre Sales.

Excellent interpersonal skills

Ability to travel, when required

Ability to build and maintain positive relationships with a diverse set of internal and external business owners and stakeholders across all organizational levels

Advanced organization, time management and project management skills

Advanced English written and verbal communication skills

Bachelor's degree in computer science, business, or related field or equivalent work experience

Great teammate who will innovate to continue improving the way Oracle services its customers

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