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Java Sales Representative

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Company: Oracle

Location: Ankara

Category: other-general

Sells a subset of product or services directly or via partners to small-and-medium sized accounts. The role is a combination of a Field Sales Rep and Inside Sales Rep.

Works to achieve maximum sales profitability, growth, and account penetration within an assigned territory. Territory may be combination of geographic, product, industry and other customer / market dimensions. Sells to the territory directly or via partners. The territory that this rep covers does not have an Inside Sales Rep or Field Rep. Utilizes inbound and/or outbound techniques to identify, qualify and close new opportunities. Manages accounts throughout the entire sales process, and collaborates with team members in business development, consulting and support to uncover all customer needs. Responsible for understanding Oracle's product offerings and competitive issues to develop solution proposals encompassing all aspects of the application. Travels to customer sites to identify / develop sales opportunities. Participates in the development, presentation, and sales of a value proposition. Onsite customer presentation with C-levels to negotiate and close strategic and complex deals. Liaises with customer contacts for the purpose of managing the customer relationship, identifying new opportunities and maximizing sales.

Duties and tasks are varied and complex utilizing independent judgment. Fully competent in own area of expertise. May have a project lead role. Highly developed selling, customer relations, and negotiation skills. Successful sales track record. Oracle knowledge and/or knowledge of Oracle's competitors. interaction with C level players. Team player.

Ability to penetrate accounts and meet with stakeholders within accounts. Excellent written, verbal, and interpersonal skills. Presentation skills. Travels to customer as needed. 5+ years relevant sales experience. BS/BA degree or equivalent preferred.

As part of Oracle's employment process candidates will be required to successfully complete a pre-employment screening process. This will involve identity and employment verification, professional references, education verification and professional qualifications and memberships (if applicable).

Java Enterprise Account Executive

Who are “We”?

We are a world class team of high caliber software sales executives, hailing from top-tier software sales backgrounds. We are a young, dedicated team, leveraging each other's insights and abilities to produce holistic solutions to difficult problems. We have the resources of a large enterprise and the energy of a startup.

What are “We” looking for?

The Java Global Business Unit is looking for a qualified Java Enterprise Account Executive to sell Java SE Subscriptions across a highly diverse and expansive geography within North America. Ideal candidates will have a proven track record of at least 3 years of software sales and a four-year degree from a credited university. Demonstrate the ability to articulate the Java value proposition including the licensing model, pricing, features and overall direction of the Java roadmap, to your customers. Understanding of Java business drivers and how to position Java's competitive advantage. Be intellectually curious and have a passion for sales, as well as being able to work with customers to develop their Java business strategy.

Job Requirements

50%+ of weekly time spent prospecting for net new business

Regularly forecast, manage, and close Java SE Subscription deals

Identify, utilize, and collaborate with key internal stakeholders in an assigned account territory (principal solution consultants, business development consultant, management, and peers)

Identify and maneuver across key customer stakeholders within your territory

Document territory plan including target companies, existing users, marketing plans, etc.,

Ability to quickly develop, execute, and routinely modify a 30, 60, 90-day territory plan

Ability to build and present a quarterly business review to management

Understanding of how to effectively move a deal through the complete lifecycle

Willingness to operate as part of a large and collaborative culture to deliver results

What Will You Do?

As a member of this team, you will work with a multitude of the best and brightest minds from various backgrounds, such as yourself. You will gain in-depth knowledge about high-visibility, revenue generating products such as the Java SE subscription. You will exercise various skill sets – apply technical expertise to create elegant solutions, project manage to deliver, market and promote to gain acceptance, and extend to ensure longevity. You will fluidly communicate and work with a variety of internal teams such as pre sales engineers, business development, leadership, and marketing.

Qualifications:

BS or BA degree or applicable experience preferred

Proven ability to manage complex sales cycles, with a track record of successful revenue attainment

Demonstrated knowledge of direct software / IT sales (3 years+)

Self starter that has excellent communication, negotiating, closing skills with customers

Aggressive, strong organizations skills, and collaborative mindset

Oracle is proud to be an equal opportunities employer and we are committed to diversity and inclusion. All qualified applicants will receive consideration for employment without regard to race, ethnicity, gender, gender identity or expression, sexual orientation, national origin, disability, age, or any other protected characteristic.

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.

We are building a diverse, motivated and inclusive workforce and we leverage flexible work practices in order to do so.

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