

# Turkey Jobs Expertini®

## Partner Account Manager | Telecom & Enterprise Unified Communications

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Company: Oracle

Location: Turkey

Category: other-general

As Enterprises and Service Providers move VoIP and Unified Communications Solutions and adopt Cloud Communications platforms, Oracle Communications products help customers:  
Reduce communications infrastructure cost and complexity.

Secure critical, real-time communications for SIP, collaboration and contact centre environments.

Gain end-to-end visibility of their real-time communications traffic from Ground-to-Cloud to rapidly detect, isolate, and resolve problems.

Detect & Mitigate voice-based threats (fraud, SPAM, vishing and more) with AI & ML

Facilitate multi-vendor communications (hybrid) environments and provide each user with a personalized journey to the cloud

### **What you will do**

We are looking for a Partner Account Manager to develop partners (VARs, SI's and MSP) in the region to become more strategic and allow Oracle to be intrinsic to their go-to-market plans; drive pipeline generating sales activities with partners and generally "owning" the indirect channel plan in territory with the regional sales team.

Identify and develop strategic channel partners committed to selling Oracle Communications products in a theMiddle East region

Identify and develop joint go-to-market strategies with focus partners

Run lead generation activities with the channel to increase the pipeline and generate net new opportunities in the region

Partner coverage: Active OPN partners in the target territories

Business Development: Pipeline Creation and Number of Leads Generated by Partners

### **What you will bring**

Driving overall indirect revenue booked

Demonstrating a leading role both independently and collaboratively within the team

Embracing a proactive “Sales hunter” mindset to identify new opportunities

Handling Complex and Non-Routine Work involving the application of advanced technical/business skills in an area of specialization

### **What we will offer you**

A competitive salary with exciting benefits

Learning and development opportunities to advance your career

An Employee Assistance Program to support your mental health

Employee resource groups that champion our diverse communities

Core benefits such as life insurance, and access to retirement planning

An inclusive culture that celebrates what makes you unique

If you're ready to take your career to the next level and be a part of an innovative team in the telecom industry, we encourage you to apply. Join us in creating the future of telecom services!

At Oracle, we don't just respect differences—we celebrate them. We believe that innovation starts with inclusion and to create the future we need people with diverse backgrounds, perspectives, and abilities. That's why we're committed to creating a workplace where all kinds of people can do their best work. It's when everyone's voice is heard and valued that we're inspired to go beyond what's been done before.

</corporate/careers/diversity-inclusion/>

## Career Level - IC4

As a Channel Sales Representative you will pull partners into Oracle business opportunities and manage third party transactions resulting from the relationship. Identify and develop channel partners committed to selling Oracle products. Facilitate joint selling between channel partners and direct sales team. Increase revenue from partner sources and market share through a leverage partnering model. Identify and develop joint go-to-market strategies and lead generation opportunities. Provides accurate and timely management information and revenue forecasts. May educate partners in Oracle commercial practices. Maintains an understanding of Oracle technology and articulates Oracle propositions to partners and their customers. Manage transaction contracts, business practices, and deal booking issues. Work with marketing to plan marketing events for partners.

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