

United States Jobs Expertini®

Data-Analytics Sales Specialist - Healthcare Vertical

[Apply Now](#)

Company: Oracle

Location: United States

Category: computer-and-mathematical

Oracle is leading the digital revolution. We are empowering nearly half a million businesses across the globe to turn untapped potential into real business value. You will connect the biggest enterprises of today with the tools to contend in the digital economy of tomorrow.

Oracle's modern data platform transforms decision-making and turns data into action.

Overview

Are you passionate about helping Enterprise customers achieve their business goals through better data and analytics? We are looking for a Data-Analytics & AI Sales Solutions Specialist who will be a trusted advisor to our most valuable customers. You will work within an Enterprise Industry-Vertical to bring your deep and broad expertise in Data-Integration, Data-Management & Modernization, Analytics, and AI/ML, with use cases relevant to the customer's industry. You will collaborate with technical and partner resources to develop and advance the sales process and exceed quarterly revenue targets in your assigned accounts. Come and join us!

Job Description

As a Data-Analytics Solution Specialist, you will be responsible for growing the Oracle Analytics, Data-platform & AI/M footprint with your customers and initiating and discovering new opportunities within enterprise accounts.

You will act as an inspiring leader to define your customers' Oracle Data, Analytics, & AI strategy within your industry, with solutions aligned to your customer's business goals.

You will engage with customers across the breadth of an organization, establishing

relationships, multi-functionally and at all levels, and forming high-value partnerships with your customer's c-suite and decision-makers, helping them create an Oracle Data-Analytics, AI/ML vision and journey.

You will drive Data design, Analytic environments, and AI/ML capabilities within our enterprise targets to help them deliver on their customer's desired transformation. You will also promote Oracle Data Analytics capabilities across the Oracle Tech/Cloud Enterprise GTM. In addition, you will drive industry-defining customer success, highlighting business transformation initiatives that positively impact your customer's business, including sustainability. You will build compelling customer references to showcase Analytics, Data, and AI/ML capabilities on the Oracle platform.

Team Collaboration Goals:

You will collaborate with Enterprise Sales, Technical, and Consulting teams across the Oracle Tech/Cloud Enterprise to identify and develop opportunities. You will work in a diverse, multi-functional remote team, orchestrating multiple projects.

What You'll Bring

Experience in enterprise sales in Cloud and On-Premises high-tech business environments or account management.

Prior sales experience in a data and analytics sales position, working with analytics solutions, Data Warehouse, Data Lake, Predictive Analytics, and Machine Learning.

Experience in developing and maintaining strategic CxOs relationships.

Consistent track record in coordinating multiple sales opportunities simultaneously.

Experience working in a diverse, multi-functional remote team.

Bachelor's degree in business, computer science, or similar information technology.

What You'll Do

You will understand what motivates customers to buy and what drives the industry to grow faster and know how to tap into those needs in an effective way

You will be responsible for encouraging long-term strategic relationships within select high profile enterprise accounts

You will develop a robust qualified pipeline and handle strategic and customer centric account planning, crafting, owning and forecasting

You will be the trusted advisor and influencer in winning customer decisions to buy, architect and adopt Oracle solutions

You will work across the Oracle ecosystems and our technology partners to transform customer organizations and build enduring capabilities.

Cultivate client relationships by building trust, partnership and an emotional connection to the Oracle brand and team

Gain access and establish relationships with key executives, C-level leaders and decision makers.

Master and share the “why Oracle story” that represents the value we deliver to customers with our unified, multi-pillar offerings.

Build and complete key sales and business development initiatives to improve awareness of Oracle OCI and increase sales pipeline.

Successfully prospect into your assigned accounts to discover and develop viable selling opportunities.

Initiate and run sophisticated sales cycles, using the support and strengths of key internal partners (Pre-Sales, Product Management, Executives and Industry Global Business Units to name a few).

Travel as the need arises, as this role may be a virtual position.

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. If this sounds like you, we hope to meet you!

Apply NowCreate the future with us. Apply now!

Visit [/careers](#) and search for Job #/Title

Career Level - IC4

Primary job duty is to sell technology software products and related services in a defined

territory. Identifies, qualifies and closes new opportunities. Leads accounts including the entire sales process from business development prospecting and specifications through contract negotiations, signing, and post-sales support. Leverages the Oracle sales model to maximize revenue growth and increase local market share. Builds and expands business partner revenue and self sufficiency.

Disclaimer:

Certain US customer or client-facing roles may be required to comply with applicable requirements, such as immunization and occupational health mandates.

Range and benefit information provided in this posting are specific to the stated locations only

US: Hiring Range: from \$110,000 to \$185,200 per annum. May be eligible for equity. Eligible for commission with an estimated pay mix of 45/55.

Oracle maintains broad salary ranges for its roles in order to account for variations in knowledge, skills, experience, market conditions and locations, as well as reflect Oracle's differing products, industries and lines of business.

Candidates are typically placed into the range based on the preceding factors as well as internal peer equity.

Oracle US offers a comprehensive benefits package which includes the following:

1. Medical, dental, and vision insurance, including expert medical opinion
2. Short term disability and long term disability
3. Life insurance and AD&D
4. Supplemental life insurance (Employee/Spouse/Child)
5. Health care and dependent care Flexible Spending Accounts
6. Pre-tax commuter and parking benefits
7. 401(k) Savings and Investment Plan with company match
8. Paid time off: Flexible Vacation is provided to all eligible employees assigned to a salaried (non-overtime eligible) position. Accrued Vacation is provided to all other employees eligible for vacation benefits. For employees working at least 35 hours per week, the vacation

accrual rate is 13 days annually for the first three years of employment and 18 days annually for subsequent years of employment. Vacation accrual is prorated for employees working between 20 and 34 hours per week. Employees working fewer than 20 hours per week are not eligible for vacation.

9. 11 paid holidays

10. Paid sick leave: 72 hours of paid sick leave upon date of hire. Refreshes each calendar year. Unused balance will carry over each year up to a maximum cap of 112 hours.

11. Paid parental leave

12. Adoption assistance

13. Employee Stock Purchase Plan

14. Financial planning and group legal

15. Voluntary benefits including auto, homeowner and pet insurance

[Apply Now](#)

Cross References and Citations:

1. [Data-Analytics Sales Specialist - Healthcare Vertical](#) [BouncerjobsJobs United States](#)

[Bouncerjobs](#)

2. [Data-Analytics Sales Specialist - Healthcare Vertical](#) [Federaljobs Jobs United States](#)

[Federaljobs](#)

3. [Data-Analytics Sales Specialist - Healthcare Vertical](#) [Anyeventhire Jobs United States](#)

[Anyeventhire](#)

4. [Data-Analytics Sales Specialist - Healthcare Vertical](#) [TourismjobsJobs United States](#)

[Tourismjobs](#)

5. [Data-Analytics Sales Specialist - Healthcare Vertical](#) [LuxembourgjobsJobs United](#)

[StatesLuxembourgjobs](#)

6. [Data-Analytics Sales Specialist - Healthcare Vertical](#) [JavascriptjobsJobs United](#)

[StatesJavascriptjobs](#)

7. [Data-Analytics Sales Specialist - Healthcare Vertical](#) [UruguayjobsJobs United States](#)

[Uruguayjobs](#)

8. **Data-Analytics Sales Specialist - Healthcare Vertical HrjobsJobs United States Hrjobs** ↗
9. **Data-Analytics Sales Specialist - Healthcare Vertical Resume-score Jobs United States Resume-score** ↗
10. **Data-Analytics Sales Specialist - Healthcare Vertical Professorjobs Jobs United States Professorjobs** ↗
11. **Data-Analytics Sales Specialist - Healthcare Vertical Businessjobs Jobs United States Businessjobs** ↗
12. **Data-Analytics Sales Specialist - Healthcare Vertical Onlinecommunitycareerhub Jobs United States Onlinecommunitycareerhub** ↗
13. **Data-Analytics Sales Specialist - Healthcare Vertical Japanjobs Jobs United States Japanjobs** ↗
14. **Data-Analytics Sales Specialist - Healthcare Vertical Unitedkingdomjobs Jobs United States Unitedkingdomjobs** ↗
15. **Data-Analytics Sales Specialist - Healthcare Vertical Lisbonjobs Jobs United States Lisbonjobs** ↗
16. **Data-Analytics Sales Specialist - Healthcare Vertical Iraqjobs Jobs United States Iraqjobs** ↗
17. **Data-Analytics Sales Specialist - Healthcare Vertical Dairyjobs Jobs United States Dairyjobs** ↗
18. **Data-Analytics Sales Specialist - Healthcare Vertical FilmjobsJobs United States Filmjobs** ↗
19. **Data-analytics sales specialist - healthcare vertical Jobs United states** ↗
20. **AMP Version of Data-analytics sales specialist - healthcare vertical** ↗
21. **Data-analytics sales specialist - healthcare vertical United states Jobs** ↗
22. **Data-analytics sales specialist - healthcare vertical JobsUnited states** ↗
23. **Data-analytics sales specialist - healthcare vertical Job Search** ↗
24. **Data-analytics sales specialist - healthcare vertical Search** ↗
25. **Data-analytics sales specialist - healthcare vertical Find Jobs** ↗

