

United States Jobs Expertini®

ERP Industry Sales Executive - Hi Tech Vertical, West Coast

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Company: Oracle

Location: United States

Category: other-general

Are you a sales pro looking to excel in an exciting, large-scale arena? Oracle is a market leader in Cloud ERP because we connect thousands of companies with enterprise products they can trust.

We're looking for an Industry Sales Executive to provide expertise in finance and budgeting solutions tied to Oracle's suite of products. Using your knowledge of our various software applications, you'll work alongside Oracle's best sales executives to solve sophisticated customer problems and translate customer requirements into technical solutions.

By selling our software/solutions, you'll play a crucial role in driving the continued success of the organizations Enterprise Applications in North America. If you're ready to bring your sales skills to the forefront of ERP, come and join us!

About Oracle ERP, HCM and CX

Oracle's outstanding suite of products—including Oracle Cloud Enterprise Resource Management (ERP), Enterprise Performance Management (EPM), and Supply Chain Management (SCM), Customer Experience in Sales and Service (CX), and Human Capital Management (HCM) —provides end-to-end solutions with mobile optimization through cloud deployments.

Oracle's ERP Cloud enables companies to streamline their business processes with financials, procurement, and project portfolio/risk management. Our EPM Cloud allows companies of any size to drive predictable performance, report with confidence, and connect their entire organization. Our SCM Cloud helps companies rapidly deploy Oracle's supply chain management functionality with minimal risk, low cost, and maximum flexibility.

Our CX Sales helps companies to improve sales efficiency and crafts better experiences for your buyers, while CX Service Help customers get answers faster, free your agents to handle more sophisticated tasks, and reduce cost with self-service tools. Oracle's HCM Cloud is a complete cloud solution that connects every human resource process—and every person—across your enterprise.

What you'll do

Sell business applications software/solutions to prospective and existing clients.

Lead sales through forecasting, account prioritization, account strategy, and planning.

Provide insight on finance solutions linked to Oracle's product suite.

Collaborate with sales leaders to address customer challenges.

Find technical solutions aligning with customer requirements.

What you'll bring

Bachelor's degree or equivalent.

10+ years of ERP, EPM, SCM, CX, or HCM enterprise-level sales experience.

A successful track record of meeting/exceeding annual sales quotas.

The ability to penetrate accounts and meet with stakeholders within accounts at C-suite and LOB.

Oracle knowledge and/or knowledge of Oracle's competitors.

Strong collaborative and interpersonal skills.

Excellent communication, negotiation, and closing skills with prospects/customers.

The flexibility to travel as needed.

What we'll offer you

A competitive salary and exciting benefits.

Flexible and remote working options to encourage work-life balance.

Learning and development opportunities to advance your career.

Opportunities to make an impact in one of the world's leading cloud companies.

Accommodations for individuals with disabilities.

A diverse, inclusive culture that champions what makes you outstanding.

Career Level - IC4

Primary job duty is to sell business applications software/solutions and related services to prospective and existing customers. Manage sales through forecasting, account resource allocation, account strategy, and planning. Develop solution proposals encompassing all aspects of the application. Participate in the development, presentation and sales of a value proposition. Negotiate pricing and contractual agreement to close the sale. Identify and develop strategic alignment with key third party influencers.

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 \$93,000 to \$185,200 per annum. May be eligible for equity. Eligible for commission with an estimated pay mix of 45/55 - 50/50.

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

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