

United Arab Emirates Jobs Expertini®

Insight & Customer Strategy Director

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Company: Oracle

Location: United Arab Emirates

Category: healthcare-practitioners-and-technical

What you will do

As part of the Oracle ECEMEA Insight team, you will be a core member working alongside leaders in technology and digital solutions. You will advise Oracle customers at the executive level across industries supporting them to improve or transform their businesses and achieve excellence.

You will manage your own time while leveraging a broad and diverse set of skills across Oracle. to develop relevant approaches. You will work primarily in your own region, travel is very manageable and you will usually spend no more than two days in a week at a customer site. Oracle encourages the virtual or remote office concept when not at a customer site. The nature and set up of the Insight engagements enables a healthy work life personnel providing specialist product expertise to the sales force.

Partners with Account, Technology, and Application sales representatives to qualify and close new business on Oracle solutions. Provides specific industry or product expertise to facilitate the closing of deals within sales representatives territory. Interacts with sales team to architect the solution, and develop and execute solution strategies for market. Manages solution opportunities to obtain appropriate and necessary resources for all qualified opportunities. Leads teams in the sales process for establishing market visibility and deal visibility. Presents/demonstrates solution to high level clients and industry conference attendees. May provide training to field sales on industry/solutions. Builds and maintains a network and up to date specific industry or product knowledge.

Desired Experience

Leads customer engagements with the top business and delivers high impact (impact = closed license revenue and customer satisfaction)

Provides direct deal support by leveraging industry knowledge, management consulting skills and analytical abilities in identifying key drivers, assessing process capabilities and developing a business case for business process enhancement

Integrates industry strategy, customer operational objectives and business process understanding to define a clear solution strategy with actionable value communication

Contributes to team thought leadership through synthesizing customer experiences into content and methodologies that can be leveraged

Required Skills:

A minimum 4-6 years of experience with a premier Management Consulting firm or 2-4 years of experience with industry leading companies in a functional management role across multiple industries.

MBA from a top-tier business school. An undergraduate degree in a quantitative field would be preferred.

Fluency in English.

Demonstrated ability to learn quickly and participate on strategic consulting projects with varied industry focus and business imperatives

Proven aptitude to work in a virtual team environment and ability to build consensus

Exceptional business problem solving combined with strong analytical and interpersonal skills

What we will offer you

A competitive salary with exciting benefits

Flexible and remote working so you can do your best work

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 medical, life insurance, and access to retirement planning

An inclusive culture that celebrates what makes you unique

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.

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