Principal Network Planner

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Company: Oracle

Location: United Arab Emirates

Category: healthcare-practitioners-and-technical

We are looking for a Principal Network Planner to help us expand and scale the next generation of Oracle Cloud services. Our Network Planning Group is responsible for strategic decisions that impact network provider selection, site selection, and new market entry. A Network Planner should have a blend of business knowledge and technical skills that enables them to make the best decisions for our customers and products. The ideal candidate will use their technical knowledge to negotiate the best commercial deals that meet Oracle's technical requirements and support our future growth.

This network planning role must have significant experience in the Middle East market, with strong supplier relationships and local infrastructure knowledge. You will be expected to develop correct technical solutions with our partners, and communicate those recommendations internally. A planner should have strong written and verbal communication skills and the ability to represent Oracle Cloud to senior technical leaders and C-level executives at our partners.

Key Qualifications

8+ years of experience in the Telecom, Datacenter, or Cloud Infrastructure industries

Extensive experience in Internet interconnection, Submarine Cable infrastructure, wavelengths, and fiber

Strong relationships with Middle East carriers and data center providers

Able to interpret and evaluate relevant technical addenda in telecom contracts

Able to represent the business and technical needs of Oracle with VP and C-level executives at our partners

Able to negotiate the commercial pricing and technical requirements of IP transit, wavelengths, and dark fiber

Solve for complex engineering and diversity requirements

Able to travel for site due diligence trips and industry conferences as appropriate

Familiar with basic financial modeling to evaluate and model deal structures

The ability to document your decisions and recommendations to internal technical leadership as well as VPs and SVPs

A high degree of organization and ability to manage multiple, competing priorities.

Ability to work independently and propose solutions.

Excellent organizational, verbal, and written communication skills.

Proficient in Jira, Excel, PowerPoint, and Confluence.

At Oracle Cloud Infrastructure (OCI), we build the future of the cloud for Enterprises as a diverse team of fellow creators and inventors. We act with the speed and attitude of a start-up, with the scale and customer-focus of the leading enterprise software company in the world.

Values are OCI's foundation and how we deliver excellence. We strive for equity, inclusion, and respect for all. We are committed to the greater good in our products and our actions. We are constantly learning and taking opportunities to grow our careers and ourselves. We challenge each other to stretch beyond our past to build our future.

You are the builder here. You will be part of a team of really smart, motivated, and diverse people and given the autonomy and support to do your best work. It is a dynamic and flexible workplace where you'll belong and be encouraged.

Network Planning of new Cloud Regions, Expansions to new Data Centers within a Region, and scaling of network capacity to the Region or Global Backbone

Maintain positive supplier relationship, ensuring joint roadmap development with our suppliers and partners to meet Oracle Cloud demands

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