

United Arab Emirates Jobs Expertini®

Sr. Principal Programme Manager

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Company: Oracle

Location: United Arab Emirates

Category: healthcare-practitioners-and-technical

Are you passionate about the cloud? Do you enjoy working directly with external customers and partnering on new Oracle Cloud Infrastructure (OCI) deployments? We are looking for a Senior Principal Program Manager to join the OCI Specialized Cloud Programs team at OCI. As our portfolio of regions continues to grow, this function ensures we qualify, validate, and contract new region opportunities. In this role you will take a sensible approach to enable customers while appropriately balancing Oracle's risk appetite, contracting practices, and OCI product capabilities. This team regularly liaises with various stakeholders across Oracle including product management, legal and global business practices to achieve its goals and objectives. Additionally, this team partners closely with teams in local markets to enable and support customers on dedicated cloud opportunities.

You will be responsible for:

- Managing stakeholder relationships with global and local cross-functional deal teams, internal and external stakeholders.
- Partnering with cross-functional teams to negotiate highly complex, specialized cloud deals, obtain the necessary inputs, and establish delivery timelines.
- Applying business acumen to evaluate contractual requests, risks, and implications, managing escalations.
- Articulating recommendations, decisions, and priorities in a crisp and concise manner to all levels including executive leaders.
- Reviewing processes and standardizing or streamlining to drive cross-functional efficiencies.
- Ten (10+) or more years of experience in contract management, deal management,

procurement, business development and/or business practices

Preferred Qualifications

- Experience with cloud computing services
- Experience with contract negotiations
- The ability to work autonomously, make high impacting decisions, and judgment calls.

Excellent written, verbal, interpersonal, and analytical communication skills

As part of Oracle's employment process candidates will be required to complete a pre-employment screening process, after a conditional offer has been extended

Career Level - IC5

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