

United Arab Emirates Jobs Expertini®

Transformation Assurance Delivery Director - CSS

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Company: Oracle

Location: United Arab Emirates

Category: healthcare-practitioners-and-technical

Overlay sales personnel providing specialist product expertise to the sales force.

Manages and directs a staff of solution specialists and/or managers in providing specific industry or product expertise to facilitate the closing of deals within sales territory.

Establishes and communicates departmental objectives and implements plans to ensure attainment of business objectives. Works closely with sales management to ensure proper utilization of resources and provides justification for additional resource requests. Oversees the interaction with sales team to architect the solution, and develop and execute solution strategies for market. Manages teams in the sales process for establishing market visibility and deal visibility. Develops forecasts. Participates in industry/product functions, seminars and round tables to remain up to date on industry or product knowledge. May deliver presentations/solutions to high level clients and industry conference attendees. May provide training to field sales on industry/solutions.

Assists in the development of short, medium, and long term plans to achieve strategic objectives. Regularly interacts across functional areas with senior management or executives to ensure unit objectives are met. Ability to influence thinking or gain acceptance of others in sensitive situations is important. Do you want to support our customers with their Fusion implementation? Are you a business perceptive, delivery expert? If you are eager to grow your career in a fast-paced, collaborative environment, this is your opportunity to advance your career with a tech leader.

Do you want to support our customers with their Fusion implementation? Are you a business perceptive, delivery expert? If you are eager to grow your career in a fast-paced, collaborative environment, this is your opportunity to advance your career with a tech leader. Oracle's cloud technology is changing the way the world does business, and we are looking for a **Transformation Assurance Delivery Director** to drive success on our Customer Success Services (CSS) team.

CSS establishes long-term relationships with many of Oracle's largest customers through annuity and project-based service contracts. We have phenomenal career opportunities for every experience level and celebrate a culture of support and learning. Create the future with us!

What you will do

The Transformation Assurance- Delivery Director is responsible for customer hands-on leadership advisory and management of all aspects of Oracle Fusion SaaS implementations for Oracle's largest and strategic accounts.

Program Leadership: Advisory leadership of overall program governance and ensure alignment of key business transformation process with SI partners' methodologies, client leadership, full program delivery teams, and the wider Oracle ecosystem to meet the customer's business objectives.

Business Transformation and Change: Leadership of definition, mobilization, and execution of proactive business change functions that facilitate the customer journey in support of broader business transformation objectives. Ensure that the technical components of the program are aligned with business change activities and governance.

Stakeholder Engagement: Collaborate with various business units, departments, and external partners to build strong working relationships and ensure alignment with our customer's business transformation objectives.

Team Management and Collaboration: Manage teams where applicable. Contribute to coordinating cross-functional teams with varying backgrounds and skill sets to work towards a common goal.

Risk Management: Identify potential risks and challenges that may influence the success of business transformation projects. Develop mitigation strategies and contingency plans to address these risks.

Continuous Improvement: Drive a culture of continuous improvement, and innovation, and help establish best practices within the relevant operations functions of our customers.

Required Experience

Hands-on experience delivering successful large-scale Oracle Fusion implementation on at least 2 pillars (HCM, ERP, EPM, SCM, CX)

Experience coaching and advising senior leaders of large organizations on critical strategic and operational issues.

Experience working with and/or for blue chip Systems Integrators through large-scale full life cycle Oracle implementations.

Direct experience and working knowledge of both Waterfall and Agile methodologies

Business change management expertise. Familiarity of Business Change methodologies, tools, mobilization, and execution.

What we will offer you

A competitive salary with exciting benefits

Learning and development opportunities to advance your career

An Employee Assistance Program to support your mental health

Flexible and hybrid working so you can do your best work

Employee resource groups that champion our diverse communities

Benefits such as life insurance and meal vouchers

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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