

United Arab Emirates Jobs Expertini®

Transformation Assurance Value Director - CSS United Arab Emirates Trending Overlay sales perso[...]

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Company: LI Oefentherapie

Location: , , United Arab Emirates

Category: business-and-financial-operations

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. As part of Oracle's employment process candidates will be required to successfully complete a pre-employment screening process. This will involve identity and employment verification, professional references, education verification and professional qualifications and memberships (if applicable).

#J-18808-Ljbffr

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