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## **Senior Sales Representative Cloud, Technology, Middleware and Big Data – Public Sector Accounts**

**“Are you as passionate about the Cloud as we are? Are you a conqueror able to convert strategic accounts to Oracle and accompany them in their digital transformation? If so, we want to talk to you!**

Oracle already offers the broadest suite of cloud solutions and is introducing innovative new services every month. In applications, Oracle offers more enterprise cloud solutions than anyone else. In platform, the #1 database and middleware worldwide is now available in the cloud.

If you are looking to take the next step in your career by offering great effective, efficient and commercially viable solutions to your clients, then one of our Cloud sales roles could be your springboard to success.

We've got exciting new opportunities opening up within our key accounts teams, regional strategic teams, and emerging market businesses. So if you are passionate, entrepreneurial, innovative, and believe in being consultative and having fun whilst you work, then this could be the perfect opportunity for you. Having a sense of humor in what can be a pressure environment helps, and the rewards for your contribution include a compensation and benefits package and a continuous training program in a structured environment that are world class.

### **Job Description**

We are seeking motivated sales people who can sell our most complete all technology solutions portfolio, which includes our market leading database for the Cloud, Middleware, PaaS and IaaS and BI & Big data offering into top large Enterprise in the Bulgarian market. You will help your customers, who have growing data volumes and aggressive service-level expectations, maximize the potential of their IT organizations while delivering the real-time enterprise. **Join us and become the trusted advisor of your clients.**

### **Responsibilities**

- Develop Cloud/Database/Middleware/BI/Big data Sales opportunities and maintain customer relationships the Public Sector in Bulgaria.
- The portfolio will be our technology and Cloud or Middleware and Cloud (IaaS, PaaS mainly) or BI and Big data portfolio. Although the right candidate should be able to orchestrate a speech

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across the complete offering of Oracle in front of a client and work alongside other internal teams to be one Oracle for the customer;

- Promote and evangelize Oracle products to selected retail customers, partners, and internal audiences;
- Develop relationships and collaborate with our partners to define, recommend, and drive sales. Develop and execute a sales plan that provides complete territory and sector specific coverage to ensure sales targets, forecast accuracy and prioritization;
- Develop appropriate sales programs and solutions; maintain up-to-date competitive information and compile regional success stories;
- Meet with senior customer contacts to build credibility and develop lasting relationships;
- Engage with Pre-Sales support for customer meetings to develop customer discussions further;
- Lead successful go-to-market campaigns by working closely with internal marketing specialists;
- Contribute and lead in account planning, customer/market analysis, and strategy sessions;
- Contribute individually and as a team member, providing direction and mentoring to others.

### Required Skills

- 5-10 years of experience in direct software sales to complex/Large Enterprises;
- Experience in Public Sector;
- Good understanding of the data center customer needs and strong technical expertise to become a trusted advisor across the wide technology portfolio;
- Proven track record in a sales-driven organization, selling technology-related products and services;
- Proven achievements regarding sales targets, forecast accuracy and prioritization;
- Personal: Creativity, Credibility, Personal Drive, Influencing and Negotiating, Problem Solving;
- Inter-personal: Building Effective Relationships, Customer Focus, Effective Communication;
- Solid written, verbal, and presentation skills;
- Creative with strong problem-solving skills and an ability to succeed in a fast-paced environment;
- Proven ability to work well as part of an extended sales team;
- Knowledge of Oracle products preferred but not essential;
- Fluency in English;
- Team player and self-motivated.

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