

## Applications Account Executive

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Company: Oracle

Location: United Kingdom

Category: other-general

### Application Account Executive - Higher Education - Public Sector

Are you a top performer in new business software sales account management with a track record of high performance? If you're eager to further develop your sales skills in a fast-paced, collaborative environment, this is your opportunity to advance your career with a tech leader and join a highly successful team. This role is within the Higher Education applications team where Oracle is highly successful in working with UK Universities. Oracle's cloud technology is changing the way the world does business, and we're looking for an Application Sales Representative to drive success on our Application sales. 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

Primary job duty is to sell ERP, EPM, SCM, HCM & CX cloud solutions to net new prospective and existing Oracle customers, driving increased revenues of our Cloud SaaS Applications across different accounts within your territory.

Winning new SaaS cloud revenue in ERP, EPM, SCM, HCM and CX, this role is a primarily net new environment.

Developing a pipeline strategy and sales plan to address the designated territory coverage.

Be an expert in industry trends and how these effort the Higher Education sector, this role looks after a territory of UK Universities.

Working alongside Business Development, Pre Sales and Marketing to generate opportunities.

Advising key stakeholders across the account base on the value propositions associated with Oracle's SaaS Application solutions.

Working alongside our vast partner network.

Maintaining a complete and up-to-date understanding of competition in ERP, EPM, SCM, HCM and CX, and able to influence the sales process for developing proactive and counter actions for winning the deal.

### **What we will offer you**

A competitive salary with exciting benefits.

The chance to join a top performing team with a proven track record of delivering high performance.

Learning and development opportunities to advance your career.

An Employee Assistance Program to support your mental health.

Employee resource groups that champion our diverse communities

Core benefits such as life insurance, and access to retirement planning

An inclusive culture that celebrates what makes you unique.

### **Top 3 Required Skills**

Top Performer, can demonstrate you have been in a position of success.

Higher Education knowledge, must have sold into higher education previously.

Public Sector exposure.

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.

Primary job duty is to sell business applications software/solutions and related services to prospective and existing customers. Manage sales through forecasting, account resource allocation, account strategy, and planning. Develop solution proposals encompassing all aspects of the application. Participate in the development, presentation and sales of a value proposition. Negotiate pricing and contractual agreement to close the sale. Identify and develop strategic alignment with key third party influencers.

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