

Cloud Technology Sales Rep - Defence (MOD)

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Company: Oracle

Location: United Kingdom

Category: other-general

centric sales rep with a flair for creative problem-solving? Your direct software sales experience and deep understanding of customer needs can help us build our success – and yours.

Sell solutions from data management to cybersecurity in a license sales model, and help us connect exciting customers with the tools they need to evolve their business. Oracle is a technology leader that's changing how the world does business. Join our fast-paced, motivated sales team and discover unlimited opportunities to grow your career with us! Oracle's cloud technology is changing the way the world does business, and we're looking for a cloud technology sales rep to bring industry expertise to our UK team. We offer excellent opportunities to build your skills, advance your career, and write your own success story. Join our encouraging, hardworking community in driving innovation in a sector where you can make a difference!

What you'll do

Build Cloud sales opportunities across our portfolio, selling the value of Oracle Cloud solutions in Oracle Cloud Infrastructure (IaaS & PaaS) - Promote Oracle solutions to customers and Cloud sales partners

Lead IaaS/PaaS technology deals across its assigned customer territory leveraging world leading cloud offerings from Oracle: Cloud at Customer, Autonomous Database and OCI. Striving to Land– Use – Expand Universal Cloud Credits deals into IT and LOB targets, ensure Usage and value is realized by the customer driving continuous expansions..

Promote and evangelise Oracle products to selected customers, partners, and internal

audiences

Develop relationships and collaborate with our partners to define, recommend, and drive sales

Develop and implement a sales plan that provides complete territory and sector specific coverage

Develop appropriate sales programs and solutions; maintain up-to-date competitive information and compile regional success stories

Meet with senior contact across FLC's & TLB's including Defence Ecosystem to build credibility and develop lasting relationships

Demonstrate deep understanding of Defence's Mission and how Oracle and support them on delivering against that.

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

Close deals, shape proposals and go-to-market campaigns, and win new opportunities

What we'll offer you

A competitive salary with exciting benefits

Flexible and remote working so you can do your best work, Must be based in the UK.

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 medical, life insurance, and access to retirement planning

An inclusive culture that celebrates what makes you unique

Life at Oracle and Equal Opportunity

An Oracle career can span industries, roles, Countries, and cultures, giving you the opportunity to flourish in new roles and innovate, while blending work life in. Oracle has thrived through 40+ years of change by innovating and operating with integrity while delivering for the top companies in almost every industry.

In order to nurture the talent that makes this happen, we are committed to an inclusive culture that celebrates and values diverse insights and perspectives, a workforce that inspires thought leadership and innovation.

Oracle offers a highly competitive suite of Employee Benefits designed on the principles of parity, consistency, and affordability. The overall package includes certain core elements such as Medical, Life Insurance, access to Retirement Planning, and much more. We also encourage our employees to engage in the culture of giving back to the communities where we live and do business.

At Oracle, we believe that innovation starts with diversity and inclusion and to create the future we need talent from various backgrounds, perspectives, and abilities. We ensure that individuals with disabilities are provided reasonable accommodation to successfully participate in the job application, interview process, and in potential roles to perform crucial job functions.

That's why we're committed to creating a workforce where all individuals 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.

Disclaimer: Oracle is an Equal Employment Opportunity Employer*. All qualified applicants will receive consideration for employment without regard to race, colour, religion, sex, national origin, sexual orientation, gender identity, disability and protected veterans' status, or any other characteristic protected by law. Oracle will consider for employment qualified applicants with arrest and conviction records pursuant to applicable law.

[/corporate/careers/diversity-inclusion/](#)

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