

# United Kingdom Jobs Expertini®

## Director, Business Value & Strategy

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Company: Oracle

Location: United Kingdom

Category: other-general

### COMPANY DESCRIPTION

#### Why Oracle

Oracle is the #1 worldwide provider of business software, with \$50B revenues in FY23, and customers in 175 countries use Oracle technologies to seize business opportunities and solve real, tangible challenges.

For more than four decades, Oracle has delivered innovation upon which entire industries have been built, spending \$64B on R&D since FY04, accruing patents worldwide, and acquiring more than 140 companies for \$80B.

Today, by offering the broadest and deepest suite of Technology and Cloud solutions, Oracle is at a unique position in the software and cloud realm. Oracle offers an unparalleled opportunity to get fully immersed into the most critical technology and cloud themes across any deployment model (On premises, Cloud at Customer and public Cloud) and solve our client's most complex technological challenges. Use cases are limitless and span from achieving the next level of Customer Experience, to leveraging IoT to enhance predictive analytics on wind turbines to tapping into the potential of Big Data in order to speed clinical trials.

### POSITION DESCRIPTION

We are looking for an experienced business leader to join our Business Value Services & Strategy team as Principal Lead. Our team consists of top-notch professionals that help our customers define and address their most complex technological and business challenges.

We work in a collaborative and consultative approach with our customers to solve immediate

and future problems, gain executive consensus, and align business and technology strategies. We maintain an independent perspective and create advocacy among clients and Oracle teams alike. We are working as one EMEA-wide team in concertation with global resources of a leading multinational software and services powerhouse. We leverage skills, knowledge and diversity to deliver great engagements for our customers and to support Oracle sales. We share, enable and empower each other and we are used to challenge ideas and we always push ourselves to learn new things and stay at the front of the technology trends.

We expect our Business Value members to bring years of expertise in pragmatic business strategy. Team members have typically joined us from top-tier management consulting and/ or technology companies and share a passion for the business impact of technology. We value prior experience in a tech environment, but we are open to leaders with diverse backgrounds that want to shift into tech industry. Our team members typically come with MBA / PHDs from top rated institutions.

## RESPONSIBILITIES

Lead multi-LOB engagement teams with senior experts from sales, pre-sales, consulting, and solution architecture to help shape and drive the most important technology opportunities in EMEA

Participate in and/ or ensure quality in customer engagements with the CxO level of Oracle's most strategic customers, ensuring superior customer satisfaction and creating better opportunities for Oracle

Provide direct deal support by leveraging knowledge of IT specific challenges and solutions, management consulting skills and analytical abilities in identifying key strategic drivers for CIO's, assessing process capabilities and developing business value propositions

Integrate knowledge of best practices, latest technology trends (. cloud, big data, digitalization), operational objectives and strategic IT objectives to define a clear strategy and roadmap with actionable value communication

Contribute to team's thought leadership by constantly synthesizing the customer experiences into content and methodologies that can be leveraged

Influence thinking and create acceptance by multiple customer constituencies

Work on problems of diverse scope where analysis of data requires evaluation of identifiable factors

Demonstrate outstanding analytical and problem solving skills; exceptional ability to structure complex problems, develop hypotheses, and present well-supported solutions

## EXPERIENCE AND QUALIFICATIONS

At least 2 years within a management consulting firm with a strategy

Action oriented with passion for fast movement but understanding the need for exceptional quality

Strong academics are mandatory . MBA (preference from a top business school), MSc, PhD

Experience and credibility operating at CxO stakeholder levels

Financial modelling, benchmarking and quantitative skills and experience developing and defending large-scale capital appropriation requests

Good judgment in selecting methods and techniques for obtaining solutions. Networks with senior internal and external personnel in own area of expertise

Exceptional problem solving combined with strong interpersonal skills, proven by first-hand work experience

Language: Italian mother tongue plus fluency in English is a must. Fluency in any other language is a plus

Outstanding oral and written presentation communication skills

Passion for general digital / software / IT fields

Proven track record managing high performing virtual team

Career Level - IC5

Partners with Account, Technology, and Application sales representatives to qualify and close new business on Oracle solutions. Provides specific industry or product expertise to facilitate the closing of deals within sales representatives territory. Interacts with sales

team to architect the solution, and develop and execute solution strategies for market. Manages solution opportunities to obtain appropriate and necessary resources for all qualified opportunities. Leads teams in the sales process for establishing market visibility and deal visibility. Presents/demonstrates solution to high level clients and industry conference attendees. May provide training to field sales on industry/solutions. Builds and maintains a network and up to date specific industry or product knowledge.

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