

United Kingdom Jobs Expertini®

Hospitality PreSales Consultant – Hotel OPERA and F&B Symphony - italian speaking

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Company: Oracle

Location: United Kingdom

Category: business-and-financial-operations

As a presales Consultant within Oracle Hospitality, you will be responsible for providing solution engineering technical and functional support to both prospective and current clients mainly in the Italian market, working in conjunction with the sales team primarily for our Hotel platform - OPERA product and for our F&B solution : Symphony

Not only will you assist in moving the sales cycle along by developing and delivering compelling and engaging presentations and demonstrations that showcase the Oracle Hotel story, you will also be able to clearly articulate Oracle product's strengths, benefits, competitive advantages, and overall value to our clients.

Our Engineering Hospitality presales Consultants provide our clients product direction and specialist knowledge in applying our Opera application or our Symphony application to best meet their needs while also communicating functional value to client businesses. Through designing, validating, and presenting Oracle software solutions (that might include advanced product concepts, future direction, and 3rd party interfaced products), you will be a critical piece in the success of growing our business.

Career Level - IC3

As a Solution Engineering Consultant you will be responsible for providing presales technical / functional support to prospective clients and customers while ensuring customer satisfaction with minimal supervision.

You will:

Develop, present and deliver high-impact demonstrations of the Oracle Hospitality solution.

Maintain account and opportunity updates within internal sales force automation system.

Manage and prioritize sales opportunities.

Present and articulate advanced product features and benefits, product future direction and overall Oracle Hospitality solutions.

Clearly articulate the benefits of Oracle Hospitality's applications to all levels including line of business end users, managers, and C level executives.

Develop and manage reference sites through high quality technical, professional client relationships.

Strong verbal and written communication skills: storytelling, needs analysis, value positioning, business justification, closing techniques, presentation skills.

Provide input to, and gather insight from, other cross-functional departments pertaining to prospect requests and product enhancements as needed.

What we are looking for:

5+ years hospitality - F&B experience

3+ years of OPERA , OPERA Cloud applications preferred or 3+ years of Symphony applications preferred

Experience in PMS (property management system) use and configuration

Strong sales attitude and ideally sales experience

Thorough knowledge of system and application design

Strong verbal and written communication skills: needs analysis, positioning, business justification, closing techniques

Ability to solve complex technical problems with accounts in complex technical environments

Ability to travel

Italian and English native or fluent knowledge is a must

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