

NetSuite Alliances Manager

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Company: Oracle

Location: United Kingdom

Category: other-general

Do you want to work for a leading ERP software and thrive in a team environment? Are you a quick-thinking problem solver with a passion for sales and growth? If you have sharp independent judgement, and an agile approach to complex customer problems, we want to hear from you.

Oracle NetSuite offers automated financial processes to improve finance operations efficiency and productivity. Oracle NetSuite has a number of modules including: Finance, Inventory Management, Supply Chain Management, Manufacturing, CRM, Procurement, HR Management, E-Commerce and Project Management!

What you'll do:

This role is responsible for the creation and go-to-market execution of multi-year business plans with Regional and Global Systems Integrators as well as Regional and Global Business/Strategy/Management/Technology Consulting Firms that are part of NetSuite's Alliance Partner Program (Alliance Partners). In addition to working with existing Alliance Partners, this role is responsible for recruiting new named Regional Alliance Partners into NetSuite's Alliance Partner Program. The role will also include building go-to-market engagement plans and executing against those plans to build pipeline and increase vertical market traction, and to establish a working relationship with the Global Alliance Managers in support of partner practice expansion as needed. Additional responsibilities include all day-to-day field alliance goto-market activities, such as managing their partner's forecast and pipeline, work with sales and marketing to secure customer + Alliance partner references, and to work with regional marketing to ensure Alliance Partners are linked into

appropriate go-to-market lead generating activities.

The most important responsibility of this role is to establish deep co-selling engagement with NetSuite's regional sales teams and ensure their managed Alliances are included very early in NetSuite's sales cycles. As part of the field sales engagement responsibility, this role must operate as an important extended member of NetSuite's sales teams and works closely with sales representative as well as sales management and presales team on opportunities, forecasts and closing activities as well as is able to represent Alliance Partner by positioning their services and repeatable offerings to NetSuite's field sales teams.

Career Level - IC4

This role requires:

- Business and sales capabilities to contribute to the NetSuite strategies in the Spanish region as well as to contribute to the Alliance Partner's consulting sales strategies and goals, which includes building joint pipeline to increase NetSuite revenue that is influenced by Alliance Partners.

- The ability to work with their Alliance Partner's senior management to affect change to the Alliance Partner's business model to achieve greater alignment with the revenue goals of the NetSuite Global Business Unit. - The ability to improve their partner's co-selling skills to achieve greater alignment with NetSuite's sales representatives.

- The ability to educate NetSuite sales representatives and management on the co-selling value of each of their Alliance Partners.

- Execution of Alliance Partner's business plans, including the ability to independently follow the Alliance Manager's capacity plan expansion goals to align with local sales growth.

8-10 years of experience managing both Regional and Global Systems Integrator partners is preferred.

Why work at Oracle

Join a global workplace where you can make an impact.

We offer competitive salaries and exciting benefits – along with flexible and remote working to suit your lifestyle.

Get access to development opportunities that can advance your career, an Employee Assistance Program to support your mental health, and core benefits such as medical, life insurance, and access to retirement planning.

Be yourself in an inclusive culture where employee resource groups champion our diverse communities.

</corporate/careers/diversity-inclusion/>

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, color, 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.

· Which includes being a United States Affirmative Action Employer

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