



European Search Company
Human Capital Consulting

EuropeanSearchCompany

Human Capital Consulting

accenture
High performance. Delivered.

Oracle Sales Director

Accenture is a leading global professional services company, providing a broad range of services and solutions in strategy, consulting, digital, technology and operations. Combining unmatched experience and specialized skills across more than 40 industries and all business functions—underpinned by the world's largest delivery network—Accenture works at the intersection of business and technology to help clients improve their performance and create sustainable value for their stakeholders. With more than 400,000 people serving clients in more than 120 countries, Accenture drives innovation to improve the way the world works and lives.

For the Stockholm office we are currently looking to recruit an Oracle Sales Director.

As an Oracle Sales Director you will be working with the sales process and outcomes, leading a pursuit strategy and team of professionals through the origination and closing of specific sales opportunities for Accenture's Oracle practice within the Nordics. In this role you will develop relationships with key buyers and decision-makers at new and/or existing clients and act as the point of contact for resolution and escalation of all key sales pursuit related items with the client and internally.

Main responsibilities:

Client Demand Stimulation and Opportunity Generation:

Identify specific sales opportunities within existing and prospective clients. Engage in activities focused at generating client awareness of the firm and/or demand for its Services (may include developing/sending promotional materials, presenting in business forums, charitable activities, business associations, etc.).

Sales Process Leadership:

Lead Sales Process for specific approved opportunities, complying with all internal sales stage entry/exit requirements. Construct and execute sales strategy and deal plan; including value proposition, win themes, tactics & action plan, relationship and communication plan and competitive analysis. Review solution plans, cost models and written proposals as appropriate to ensure alignment with sales strategy.

Deal Closure:

Lead team of professionals including technical, finance, legal, procurement, HR and proposal management through deal closure. Develop and maintain deal close plan, aligning proposition to client's selection process, evaluation criteria and process. Understand the client's organization and processes and manage all negotiations and closing activities accordingly.

Investing in you & Balancing your priorities

At Accenture, we believe that quality comes from within and we invest considerable resources in the development of your professional competencies. You will receive on-going training that builds and extends your skills on a continuous basis, allowing you to develop tailored expertise quickly. You will have direct access to state-of-the-art technologies, tools and developer kits from all the major hardware and software houses, keeping you on cutting-edge of your area of expertise.

When you join Accenture, you can make great ideas happen for some of the world's most dynamic companies. With broad global resources and deep technical expertise, we collaborate with clients to cultivate ideas and deliver results. Choose a career at Accenture and enjoy an innovative environment where challenging and interesting work is part of daily life.

Accenture is a leading global professional services company, providing a broad range of services and solutions in strategy, consulting, digital, technology and operations. Combining unmatched experience and specialized skills across more than 40 industries and all business functions—underpinned by the world's largest delivery network—Accenture works at the intersection of business and technology to help clients improve their performance and create sustainable value for their stakeholders. With approximately 394,000 people serving clients in more than 120 countries, Accenture drives innovation to improve the way the world works and lives.

Relationship Development:

Establish and strengthen relationships with client buyers and key project stakeholders. Network with Industry Leaders, as well as business partners, Accenture Alliance partners, Industry Vendors, Competitors, and participates in key industry forums.

Accenture Technology is the place for someone looking for a challenging IT career and access to the kind of training, expertise and development tools that only a large company can offer. Our international reach also means you could have the opportunity to be part of a truly global organization of smart, technically-minded people and work with dynamic clients in countries all over the world.

Basic Qualifications:

- Experience from leading sales related activities
- Experience from working with Oracle products and solutions
- University degree
- Fluency in Swedish and English
- Readiness to travel

Our commitment to you

At Accenture we believe that quality comes from within and we invest considerable resources in the development of your professional competencies. You will receive on-going training and leadership development that builds and extends your skills on a continuous basis.

You will get your own career counselor who interacts with you on a regular basis, ensuring you a career path that suits your needs and ambitions. Through our buddy network you will have easy access to knowledge and networks both on a professional and a social level. By using laptops, mobile phones, internet access and technological innovation, you will furthermore benefit from our flexible working arrangements.

Contact and application

If you have any questions please call Nikolai Nielsen at European Search Company; +34 675 210 820. If you are interested in the position, please send your CV and motivational letter to; nni@europeansearchcompany.com att: "SD Oracle"