

## Client Engagement Manager

[Apply Now](#)

Company: Oracle

Location: Belgium

Category: computer-and-mathematical

### **SHAPE TOMORROW, TODAY**

What if you could shape the way companies drive and increase their business success by introducing groundbreaking Cloud solutions in an impactful and innovative way? At Oracle, you can create Tomorrow Today together with our customers across a range of global industries as part of our Applications Client Engagement team.

### **JOIN THE APPLICATIONS CLIENT ENGAGEMENT TEAM**

Our Client Engagement team have specialist and industry knowledge to help our customers build their cloud journeys. In partnership with sales, we collaborate with our customers to inspire them with an innovative solution roadmap that drive outstanding benefits and ROI into their businesses.

This role will be aligned to Benelux & Alps cluster (inc Netherlands, Belgium, Lux, Switzerland & Austria)

### **WHAT WILL YOU DO?**

Partner & co-lead with Sales leader to identify market needs/ focus areas & drive results, crafting & deploying industry value propositions & driving X-pillar sales roadmaps per customer.

Manage a multidisciplinary team focused on Industry value propositions & customer/ consultative storytelling to drive regional results.

Proactively identify customers to focus on and partner with Sales leadership to drive the value story into each customer stakeholder map, generate engagement at all levels and drive

results

Manage & coach a team to upskill, Xskill and develop industry value propositions for customers.

Drive & inspire the strategic growth of their region with a higher local purpose and alignment, as well as a deep understanding of their region/country and industry market needs.

Lead and develop a high performing modern apps industry solution team leveraging excellent customer storytelling and Oracle's innovation (inc Generative AI) across all LOBs.

Manage hiring needs and performance of the members of the team.

Engage multiple cross functional resources pertaining to customer needs and product enhancements.

### **WHAT SKILLS DO YOU NEED?**

Ability to lead a multidisciplinary team and build value propositions derived from their contributions and diversity of skills.

Excellent communication, storytelling creation and impactful presentation skills

Ability to become a trusted partner to customers and peers, articulating business benefits and value of technical solutions.

Critical thinking abilities

Effective collaboration & networking

Consultative selling abilities and high customer empathy

Resilience, positivity, and good judgement in the face of uncertainty

Results driven with a "can do" attitude and a continuous improvement and innovation mindset.

Ability to use emotional intelligence to achieve desired results and resolve obstacles.

Proven ability to build, coach and lead high performing teams and motivate others.

### **EXPERIENCE & QUALIFICATIONS**

> 8 years of experience in consultative selling, pre-sales and/or implementation of large-scale enterprise transformation projects. Strategy consulting background and/or business experience in FSI, MRD and PS industries are a plus.

Proven track record of advising customers on decisions and direction to take

Good knowledge of X-pillar business applications (ERP, EPM, SCM, HCM, CX) and how they fit/support both Corporate IT & Business objectives.

Understanding of Oracle's Cloud strategy and the SaaS marketplace

Sales methodology knowledge, including consultative value selling. Negotiation skills are a plus,

Bachelors /Masters degree or equivalent desirable. MBA is a plus.

Fluent in English (Dutch, German and French are a plus)

Travel within Benelux and Switzerland required, approx. 30% of time.

+8 of years international first level management experience with demonstrable results in top level management and business growth.

As part of the Oracle sales team you will direct and manage pre-sales resources throughout the sales cycle. Provides technical/functional leadership to the sales team in the development and implementation of customer applications and customer products. Participates in account planning and strategy development. May publishes technical information of specific applications and/or technical articles. Works with management to define new products. Serves as the company liaison on specific technical projects with customers.

[Apply Now](#)

#### **Cross References and Citations:**

- 1. Client Engagement Manager** [Chefjobsnearme Jobs Belgium](#) [Chefjobsnearme](#) ↗
- 2. Client Engagement Manager** [Searcheruropeanjobs Jobs Belgium](#) [Searcheruropeanjobs](#)



3. Client Engagement Manager [Jobsinsaudiarabia](#) [Jobs Belgium](#) [Jobsinsaudiarabia](#) ↗
4. Client Engagement Manager [Turkeyjobs](#) [Jobs Belgium](#) [Turkeyjobs](#) ↗
5. Client Engagement Manager [Searcheruropeanjobs](#) [Jobs Belgium](#) [Searcheruropeanjobs](#) ↗
6. Client Engagement Manager [Helsinkijobs](#) [Jobs Belgium](#) [Helsinkijobs](#) ↗
7. Client Engagement Manager [Jobsinsaudiarabia](#) [Jobs Belgium](#) [Jobsinsaudiarabia](#) ↗
8. Client Engagement Manager [Astronomyjobs](#) [Jobs Belgium](#) [Astronomyjobs](#) ↗
9. Client Engagement Manager [Ecuadorjobs](#) [Jobs Belgium](#) [Ecuadorjobs](#) ↗
10. Client Engagement Manager [Madinahjobs](#) [Jobs Belgium](#) [Madinahjobs](#) ↗
11. Client Engagement Manager [Unitedkingdomjobs](#) [Jobs Belgium](#) [Unitedkingdomjobs](#) ↗
12. Client Engagement Manager [Phoenixjobs](#) [Jobs Belgium](#) [Phoenixjobs](#) ↗
13. Client Engagement Manager [Dataanalyticsjobs](#) [Jobs Belgium](#) [Dataanalyticsjobs](#) ↗
14. Client Engagement Manager [Flutterjobsnearme](#) [Jobs Belgium](#) [Flutterjobsnearme](#) ↗
15. Client Engagement Manager [Minneapolisjobs](#) [Jobs Belgium](#) [Minneapolisjobs](#) ↗
16. Client Engagement Manager [Searchnzjobs](#) [Jobs Belgium](#) [Searchnzjobs](#) ↗
17. Client Engagement Manager [Trendzfurnitures](#) [Jobs Belgium](#) [Trendzfurnitures](#) ↗
18. Client Engagement Manager [Thechatgptjobs](#) [Jobs Belgium](#) [Thechatgptjobs](#) ↗
19. Client engagement manager [Jobs Belgium](#) ↗
20. AMP Version of Client engagement manager ↗
21. Client engagement manager [Belgium Jobs](#) ↗
22. Client engagement manager [Jobs Belgium](#) ↗
23. Client engagement manager [Job Search](#) ↗
24. Client engagement manager [Search](#) ↗
25. Client engagement manager [Find Jobs](#) ↗

Source: <https://be.expertini.com/jobs/job/client-engagement-manager-belgium-oracle-436f0d7b6a/>

Generated on: 2024-04-30 by [Expertini.Com](#)