

MySQL Cloud Sales Representative France & BeLuX

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Company: Oracle

Location: Belgium

Category: other-general

MySQL Heatwave is one of the most innovative products to be released by Oracle in the past year; Combined with selling the MySQL Database Cloud this is an opportunity to join a fast growing team selling one of the fastest growing Cloud products within Oracle

Ideal candidates will have a proven track record of success selling cloud services. Be able to comprehend and articulate core cloud principles (storage, networking, security, DR, , to customers, prospects, and internal stakeholders. Demonstrate the ability to communicate the Oracle Cloud Value Proposition including the technical strategy of Gen 2. Understanding of cloud business drivers and how to position OCI's competitive advantage. Be intellectually curious and have a passion for MySQL, Cloud Services, as well as being able to quickly uncover customer business pains

Qualified candidates have 2-3 years of experience successfully selling cloud services to organizations ranging from SMBs through Fortune 100.

Job Requirements:

50%+ of weekly time spent prospecting for net new business

Regularly **forecast**, **manage** and **close** 50-60 workloads (10% through active consumers) in a fiscal year utilizing Oracle Sales Cloud

Identify, utilize, and collaborate with key internal stakeholders in assigned territory (Tech Managers, Tech SCs, Key Partners, MySQL SCs, etc.,)

Identify and maneuver across key customer stakeholders to evangelize MDS/HW to

developers and Cloud Decision Makers

Willingness to operate as part of a large account team; sometimes not driving the opportunity; can't be a lone cowboy”

Ability to quickly and effectively use key ORCL Sales Tools including Territory Intelligence, Market Intelligence, Eloqua, Datafox/ZoomInfo, Sales Cloud, and LinkedIn

Document territory plan including target companies, existing users, marketing plans, etc.,

Ability to quickly develop, execute, and routinely modify a 30, 60, 90-day territory plan

Ability to build and present a quarterly business review to management

Ability to deliver an effective Infomentis or Account Planning discussion

Understanding of how to run a discovery call.

The minimum requirement is the ability to position an effective 3 minute elevator pitch focused on ORCL Cloud + MDS/HW

Qualifications:

BS or BA degree or applicable experience preferred

Proven ability to manage complex sales cycles, with a track record of successful revenue attainment

Demonstrated knowledge of direct software

IT sales experience (3 years+)

Knowledge of local market business environment and network of business relations

Excellent communication/negotiating/closing skills with customers/prospects

Aggressive, strong organizational skills, and a self-starter

Language skills: fluent English and French.

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