

Industry Sales Executive- Communications, Media, Entertainment - Canada

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Company: Oracle

Location: Canada

Category: other-general

Are you a sales pro looking to excel in an exciting, large-scale arena? Oracle is a market leader in Cloud ERP because we connect thousands of companies with enterprise products they can trust. This is your opportunity to use your experience with ERP/ERM/CX Sales & Service/HCM to make a big splash in your career.

We're looking for an Industry Sales Executive to provide expertise in finance and budgeting solutions tied to Oracle's suite of products. Using your knowledge of ERP, HCM and CX, you'll work alongside Oracle's best sales executives to solve sophisticated customer problems and translate customer requirements into technical solutions.

By selling our software/solutions, you'll play a crucial role in driving the continued success of Oracle's Enterprise Applications in North America. If you're ready to bring your sales skills to the forefront of ERP, come and join us!

About Oracle ERP, HCM and CX

Oracle's outstanding suite of products—including Oracle Cloud Enterprise Resource Management (ERP), Enterprise Performance Management (EPM), and Supply Chain Management (SCM), Customer Experience in Sales and Service (CX), and Human Capital Management (HCM) —provides end-to-end solutions with mobile optimization through cloud deployments.

Oracle's ERP Cloud enables companies to streamline their business processes with financials, procurement, and project portfolio/risk management. Our EPM Cloud allows companies of any size to drive predictable performance, report with confidence, and connect their entire organization. Our SCM Cloud helps companies rapidly deploy Oracle's supply

chain management functionality with minimal risk, low cost, and maximum flexibility.

Our CX Sales helps companies to improve sales productivity and creates better experiences for your buyers, while CX Service Help customers get answers faster, free your agents to handle more complex tasks, and reduce cost with self-service tools.

Oracle's HCM Cloud is a complete cloud solution that connects every human resource process—and every person—across your enterprise.

What you'll do

Sell business applications software/solutions to prospective and existing clients

Manage sales through forecasting, account resource allocation, account strategy, and planning

Provide insight on finance solutions linked to Oracle's product suite

Collaborate with sales executives to address customer challenges

Find technical solutions aligning with customer requirements

What you'll bring

Bachelor's degree or equivalent

5+ years of ERP, EPM, SCM, CX, or HCM enterprise-level sales experience

A successful track record of meeting/exceeding annual sales quotas

The ability to penetrate accounts and meet with stakeholders within accounts at C-suite and LOB

Oracle knowledge and/or knowledge of Oracle's competitors

Strong collaborative and interpersonal skills

Excellent communication, negotiation, and closing skills with prospects/customers

The flexibility to travel as needed

French speaking a plus

What we'll offer you

A competitive salary and exciting benefits

Flexible and remote working options to encourage work-life balance

Learning and development opportunities to advance your career

Opportunities to make an impact in one of the world's leading cloud companies

Accommodations for individuals with disabilities

A diverse, inclusive culture that champions what makes you unique

Career Level -

Primary job duty is to sell business applications software/solutions and related services to prospective and existing customers. Manage sales through forecasting, account resource allocation, account strategy, and planning. Develop solution proposals encompassing all aspects of the application. Participate in the development, presentation and sales of a value proposition. Negotiate pricing and contractual agreement to close the sale. Identify and develop strategic alignment with key third party influencers.

Range and benefit information provided in this posting are specific to the stated locations only

Canada: Hiring Range from \$102,400 to \$190,000 CAD per annum

Oracle maintains broad salary ranges for its roles in order to account for variations in knowledge, skills, experience, market conditions and locations, as well as reflect Oracle's differing products, industries and lines of business.

Candidates are typically placed into the range based on the preceding factors as well as internal peer equity.

This job requires proficiency in the English language. Oracle is a global company with operations in dozens of countries around the world and our teams, including the team this position is part of, are comprised of individuals located in various jurisdictions. As is required of employees in all jobs at Oracle in North America, candidates for this position are required to understand, and communicate, in English so that in the course of performing their work, they can interact with teammates in other locations who are not fluent in the French language.

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