



# Senior Account Manager

Would you like to sell for a regional Oracle partner that brings together world-class resources, software, and expertise to help create valuable relationships between our clients, their customers and their employees.

As the Senior Account Manager, you will identify, pursue and own critical relationships within accounts within a geographic area. You will drive new business opportunities by developing and leveraging both new and existing relationships.

## Keys to Success:

- Oracle Business Intelligence and Enterprise Performance Management expert capable of understanding the client's business and challenges in order to craft a compelling value proposition for executive clients.
- Disciplined account management strategy that initiates and strengthens relationships with client executive decision-makers in a specific geography.
- Expertise to drive complex, top-down sales in a co-sell partner model.

## Proven Performance:

- Bachelors degree required, MBA or graduate degree preferred
- Must have both the sales skills and technical knowledge to make Oracle presentations and lead customer discussions to advance the sales process
- Must have 3+ years of sales experience in software or services, preferably to organizations that leverage Oracle Business Intelligence, Enterprise Performance Management and ERP software.
- A proven track record of closing strategic deals with an understanding of not just the sales cycle, but also the 'buy cycle' from the customer perspective.
- Ability to play nice with partners and win the confidence of partner stakeholders.
- Develop and execute business development strategy and tactics for Oracle EPM and BI opportunities.
- We prefer professionals who have a track record of success in placing project-based consultants on-site at mid- to up-market accounts.
- Experience in dealing with sales individuals in enterprise software organizations such as Oracle.

### Harbinger Consulting Group

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