

## Cloud Sales Representative Public Sector

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Company: Oracle

Location: Denmark

Category: other-general

**Take your Cloud sales career to the next level.** Are you a highly-motivated and customer-centric sales rep with a flair for creative problem-solving? Your direct software sales experience and ability to match the customer needs with our solutions will build success – Oracles and yours.

Oracle's cloud technology is changing the way the world does business, Our**Cloud Technology** portfolio offers customers the possibility to operate their IT predictably, securely, and at a lower cost with cloud infrastructure services designed to run all of their cloud native, web-scale, and mission-critical workloads.

We're looking for a **Cloud Technology Sales Representative** to bring industry expertise to our Public Sector Cloud Sales team. We offer excellent opportunities to build your skills and advance your career. Join our encouraging community in driving innovation in a sector where you can make a difference!

Career Level - IC4

### **What you'll do**

Build Cloud sales opportunities across our portfolio, selling the value of Oracle Cloud solutions in Oracle Cloud Infrastructure (OCI)

Lead and close IaaS/PaaS technology deals across assigned customers, ensure cloud adoption either in one Oracle proposition or multiple cloud environment and drive expansions.

Promote Oracle products to selected customers in the Public Sector, Cloud sales partners,

and internal audiences.

Develop relationships with C-Level and collaborate with our Cloud partners for lasting relationships.

Develop and implement a sales plan that provides complete territory and sector-specific coverage.

Develop appropriate sales programs and solutions, maintain up-to-date competitive information, compile regional success stories and go-to-market campaigns by working closely with internal marketing specialists.

Engage with Cloud Architects for customer meetings to develop customer discussions further.

Contribute and lead in account planning, customer analysis and strategy sessions.

### **What you'll bring**

Experience in direct software sales, including Cloud experience. Dedicated IaaS or PaaS experience would be a bonus.

Experience in leading large and complex accounts and internal resources. Understanding of the customer ecosystem and key collaborators that will help drive sales with particular customers.

Strong understanding and experience in the Public Sector Business in Denmark would be desirable

Able to understand quickly customer business needs and the Oracle Cloud value proposition to establish trust.

### **What we'll offer you**

A competitive salary with exciting benefits

Learning and development opportunities to advance your career.

An Employee Assistance Program to support your mental health.

Employee resource groups that champion our diverse communities.

Core benefits such as medical, life insurance, and access to retirement planning.

An inclusive culture that celebrates what makes you outstanding.

Life at Oracle and Equal Opportunity

A career at Oracle is defined by you. We give you the freedom—and the skills—to write your own success story. Whatever avenue you go down, you'll gain priceless learning experiences and be supported to do your best work.

At Oracle, we don't just respect differences—we celebrate them. We believe that innovation starts with inclusion and to create the future we need people with diverse backgrounds, perspectives, and abilities. That's why we're committed to creating a workplace where all kinds of people can do their best work. It's when everyone's voice is heard and valued that we're inspired to go beyond what's been done before.

### **Apply Now**

Create the future with us. Apply now.

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