

Oracle EMEA Recruitment

INSPIRE

LIKE NO ONE ELSE

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SAAS Business Development Consultant – Benelux - Dublin

Your Challenge - Name 10 industries that don't use technology

Difficult, isn't it? Media, entertainment, retail, banking, communications, life sciences, airlines, water companies, law firms. You name it, they need IT, and you can be part of it.

OracleDirect is a state-of-the-art, multi-channel sales operation bringing to life the benefits of Oracle's e-business technology. As a **Business Development Consultant** for **SAAS** with Oracle Direct, you will be part of the world's most complete, open and integrated business software and hardware systems company.

You will be responsible for generating new business pipeline through a variety of channels (inbound calls, inbound chat, outbound calling...), speaking to new and existing customers across the enterprise and mid-market spaces on a daily basis.

After a period of continuous target achievement, learning and development you will be offered the opportunity to apply for a position on our Inside Sales team.

Oracle - Like no one else

- **Ongoing Training like no one else** - OracleDirect offers ongoing training and development that will continue throughout your career:
 - Every new hire into OracleDirect receives intensive, 2 week foundation sales and product training which is challenging, rewarding and of course fun! This ensures a successful start for all new hires and a great opportunity for multi-cultural networking!
 - Oracle also offers you the chance to add to your academic qualifications with our full sales accreditation programme and a certificate from one of the world's largest and most recognized third level institutions – Dublin Institute of Technology (D.I.T.).
 - And the training doesn't stop there! We also offer a wide variety of courses aimed at providing you with the essential skills and competencies to help you grow into a top sales person.
- **Coaching like no one else** – With a strong coaching culture, we aim at ensuring all Business Development Consultants are given regular coaching, be it with your own manager or with one of our full time professional sales coaches.
- **Compensation like no one else** – In addition to a competitive salary, Oracle also offer a competitive package, including -
 - Extensive Relocation Package
 - Flexible Benefits Plan – choose from a range of benefits including healthcare, pension scheme, commuter tickets and additional holidays
 - ORACLUB - our sports and social club, 2 subsidised restaurants and an onsite gym!
- **Talent like no one else** - Many of Oracle's Business Leaders have been developed from the "Talent Pool" of OracleDirect, offering unparalleled future career opportunities within the Oracle global organisation.

- **Global like no one else** – Selling into over 30 different markets in Europe, speaking over 20 different languages and with 8 of our 145 global offices dedicated to OracleDirect – we offer you the opportunity to work for a truly global company.

Responsibilities

- Demand generation and creation for all SAAS (Software as a Service), HCM (Human Capital Management), Sales Automation and Service Automation products across the Benelux market.
- Generating demand from inbound calls, inbound chat and from outbound prospecting as a result of sales initiatives, marketing campaigns & event follow up, downloads, web-seminars and partner campaigns.
- Analysing customer needs in terms of current business obstacles, identifying projects and scoping potential Oracle solutions.
- Creating a business pipeline meeting an agreed quota. Pipeline creation should consistently meet or exceed target.
- Contributing individually to the team targets, achieving a high level of customer satisfaction and quality lead generation.
- Achieving a high level of collaboration with in-country Marketing and Sales teams by developing and delivering against the joint strategy with the field representatives.

What we look for:

- A top degree in Business or IT related disciplines from a reputable university.
- Fluency in Dutch and English. Fluency in French is an advantage.
- A strong desire to progress in a sales career.
- Knowledge of Oracle SAAS, HCM, Sales Automation or Service Automation products or previous experience in the IT industry will be useful though not essential.
- Experience prospecting needs analysis and negotiation in the Business-to-Business sector and/or in a customer service environment would be an advantage along with the ability to work to and overachieve on targets.
- High level of energy, drive, enthusiasm, commitment, self-belief and achievement-orientation.
- The ability to self-manage, with strong organisational and planning skills.
- Self-motivated to continuously expand personal and professional knowledge
- The ability to work with a dynamic and multinational team in addition to the ability to work alone at times.
- An eagerness to work in a high pressured, fast moving and challenging environment.
- A strong interest in technology, passion for sales and strong communication skills.

Want to get a feeling for what OracleDirect is about? <http://www.youtube.com/user/oracleireland>

Check our Graduates Blog <http://blogs.oracle.com/campusrecruitment/> for several articles written by our OracleDirect team members!

[To apply, send a copy of your CV to jessica.ebbelaar@oracle.com](mailto:jessica.ebbelaar@oracle.com)

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