

# EMILIA ORN

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## WORK EXPERIENCE

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### TECHNOLOGY SALES SPECIALIST

05/2016 - PRESENT

Phoenix, AZ

- Capable to present Oracle's technology offerings for multiple industries, together with related integration / architecture aspects
- Able to develop and communicate value propositions at executive and C-levels that exploit Oracle Technology' total product offerings, architecture and solution capability in different industries
- Able to articulate Oracle's technology strategy and roadmap
- Partner with Enterprise COE, Marketing, Sales Operations, Sales Engineering, and Business Unit Leaders to drive new business development activities across Europe, primarily for large accounts and enterprise sales
- Collaborate with Enterprise COE to determine stage of all potential enterprise engagements for top accounts, and which accounts have matured to a stage in which the Consultant shall be engaged
- Follow sales processes to report activities throughout the organization
- Learn about all DrugDev solutions, and be skilled at presenting each solution alone or in collaboration with subject matter experts necessary to progress enterprise deals. Also learn interactions with relevant DrugDev operational teams to engage them as needed, but represent them so they do not need to engage in all client interactions
- Identify and close long term relationships with assigned accounts

### TECHNOLOGY SALES CONSULTANT

04/2010 - 12/2015

Phoenix, AZ

- Working with the GolfNow team to prospect, consult and close golf courses/resorts on compelling offers for GolfNow's suite of technology products
- Specifically responsible for launching GolfNow's new course operating system; G1
- Mandarin Language skills would be essential
- Working with the Golfnow Technology Sales team to train, support, and develop strategy for sales meetings and product demonstrations as it relates to GolfNow's suite of technology products
- Working with the GolfNow Core Sales team to prospect, consult and close golf courses/resorts on compelling offers for GolfNow's suite of technology products, with a special focus on the larger national accounts and regional MCO's
- Guides others in executing the business unit's short- and long-term sales strategy; interacts with customers/prospects within own territory
- Conducts regular status and strategy meetings with the customer's senior management to understand their needs and link them to NASDAQ OMX product/service strategies
- Properly understand our customer's environment and needs to come up with new ideas and approaches how we can best service the customer

### TECHNOLOGY SALES & DATA SERVICES ADMINISTRATIVE ASSISTANT

09/2007 - 02/2010

Philadelphia, PA

- Collaborate with other IQVIA account teams or execs as needed to progress DrugDev enterprise sales in collaboration with or independent of such teams, whichever is most effective for the given opportunities
- Serve as the senior DrugDev commercial team member in Europe to mentor and provide leadership to other Sales and Marketing personnel in Europe
- Direct management not required, but indirect leadership of team is required
- Self-starter, enterprising, accountable, impactful, customer focus, collaborative
- Experience in sales / business development with the ability to meet demanding targets
- Mandarin Language skills would be advantageous
- Willing to travel in and around the region to provide a premier service

## EDUCATION

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### EVEREST UNIVERSITY - CLEARWATER CAMPUS

2002 - 2006

Bachelor's Degree in Business

## PROFESSIONAL SKILLS

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- Advanced Managed Services selling skills in with a demonstrated track record
- Strong presentation skills & Ability to close the sale
- Demonstrates strong selling ability
- Technical skills required – API, Java, ADF, SOA, Webservices, Scripting, PLS SQL
- An experienced professional with a proven track record with at least 5 years in a managerial position
- Manage competencies of the team to anticipate and meet demand. Facilitate skills development and training to provide these competencies
- Identify adopter's needs through probing, problem solving and technology skills