

Vaga de Emprego de

Executive Oracle

Salário: A combinar**Local da vaga:** Recife - PE (Pernambuco)**Horário de trabalho:** A combinar

Atividades Profissionais

Supports partners in nationwide and global efforts. Identifies, develops and manages multiple brand customer relationships at a corporate management level to position Avnets overall value while providing local Avnet management with strategic direction and plan implementation to drive maximum market share. Creates and owns customer business plan and pricing model that includes: Partners Value proposition and offerings Geographic coverage mapping Comprehensive Marketing plan for new business, installed base and renewal/annuities business Establish quarterly and annual sales goals, reporting and reviewing actual vs goals Solutions Path engagement, training and certification schedule Monthly sales review and action item list Quarterly business review with BU management and related Supplier team Provides an increased level of account coverage in order to: Develop and enhance execution through customer relationships at strategic accounts Grow share of wallet in winning more business lines by improving the 'customer experience with Avnet, Inc. by incorporating more Avnet, Inc. solutions and services Identifies sales leads for the field organization through Corporate Management by identifying opportunities, developing operational plans and providing leadership to advocate Avnets capabilities at the customer?s corporate management level utilizing the customer?s assigned account team. Communicates with the customer on a proactive basis in order to identify customer satisfaction issues and isolate root causes of any perceived problems. Designs corrective action plans that resolve identified problem to improve customer relations. Coordinates the action plan requirements to appropriate support groups (e.g. Avnet Services) Owns and manages strategy for the customer.

Requisitos

Experiência:

Expert knowledge of assigned product / service line and broad understanding of how they integrate with the organization's entire product / service line. Knowledge of Oracle brand Typically works on a cross-section of large and/or prominent accounts with several changing variables and complexity. Work is performed under very limited direction. Has considerable latitude in determining best approach to sales and service tasks. Maintains excellent rapport with existing clients and frequently interacts directly with new prospects to build customer base and increase sales. Provides input to sales management. Actions impact the organization. Failure to accomplish work or meet customer expectations will result in the inability to reach crucial organizational sales goals and may cause long-term damage to client relationships. Work Experience: experience in sales Education and Certification(s): Bachelor's degree or equivalent experience from which comparable knowledge and job skills can be obtained. Distinguishing Characteristics: Possesses thorough knowledge of products or services typically for a specific brand or line of business. Exhibits the ability to interface with the outside sales customer of smaller and less complex accounts Responsible for selling the company?s products or services, developing new accounts and/or expanding existing accounts. Incumbents typically are selling through a specific channel, having their own accounts, or working on a team and are responsible for small to medium-sized accounts or have a small or medium-sized quota/territory. Manages a medium domestic territory.

Idiomas: Inglês Intermediário

Dados de Contratação

Regime de contratação: CLT

Benefícios da vaga de emprego:

Assistência Médica

Assistência Odontológica

Vale-Transporte

Áreas:

Informática / TI / Engenharia da Computação (Informática)

Internet/ E-Commerce/ E-Business/ Web/ Web Designer (Informática)

Níveis:

Profissional especializado com curso superior (Profissional)

Supervisão / Chefia (Profissional)

Outros (Informática)

Dados da Empresa

Nome: Apenas para assinantes ativos**Segmento:** Tecnologia de Informação**Porte:** Média - entre 100 e 499 funcionários

