Oracle ERP - Presales

**Location:** Pune

# Job Description

Oracle ERP - Presales

Pune

About the role:

As a ORACLE ERP Consulting Pre-Sales professional, you will work closely with sales, technical teams, and potential clients to understand their business needs and provide tailored ORACLE ERP solutions that align with their goals. The ideal candidate will have a strong understanding of ORACLE ERP systems, business processes, and the ability to articulate how ORACLE ERP can address client challenges and requirements.

What You’ll Do:

1. Customer Engagement & Discovery:

Initiate conversations with clients to understand their needs, challenges, and pain points.

2. Showcase Capabilities:

Present Calfus capabilities and solutions to potential clients, demonstrating value and alignment with their requirements.

3. Proposal Ownership:

Lead the creation of proposal decks, ensuring alignment with client needs.

Collaborate with cross-functional teams to develop comprehensive proposals.

Draft initial staffing plans and timelines for development and support engagements.

Perform margin calculations and assess project viability.

Monitor proposal timelines and ensure alignment across all teams.

Coordinate proposal submissions with clients and track win/loss percentages and reasons.

4. Proposal Presentations:

Lead and coordinate proposal presentations, ensuring effective communication across internal teams.

5. Solution & Tools Development:

Work with teams to drive the creation of solutions, tools, and accelerators for Oracle ERP implementations.

6. Practice Deck Enhancement:

Continuously update and improve practice decks, collaborating with project teams for content refinement.

7. Website Content Management:

Regularly update and enhance website content to showcase offerings and solutions.

8. Collaboration with Sales Teams:

Partner with Calfus Sales teams for client connects, initiatives, market research, and support with immediate capability or profile requests.

Assist in showcasing Oracle ERP capabilities and solutions.

Contribute to Go-To-Market initiatives and strategies.

9. Collaboration with Oracle Sales & Leadership:

Work closely with the Oracle Sales Team and leadership to drive initiatives, client engagements, and key strategic relationships.

10. Oracle Demo Delivery (Preferred):

An added advantage would be the ability to deliver Oracle ERP product demonstrations to clients.

11. Cross-Stream Proposal Coordination:

Coordinate with additional streams such as BI, Software Engineering, and AI (as proposal scope evolves) for multi-disciplinary proposals.

On your first day, we'll expect you to have:

Engineering degree / MBA / Chartered Accountancy. Comp Science is not essential

Oracle ERP Cloud and/or EBS implementation experience is a must. Cloud is preferred. (No SAP, other ERP exp preferred.)

Oracle Certified individuals will be preferred.

Functional experience and/ or project management experience is preferred over pure Oracle technical.

Experience with any of the Oracle Applications: Finance, Supply Chain and Manufacturing. Finance is preferred.

Experience in utilizing ERP methodologies.

Ability to estimate and/ or do due diligence on project estimates done by delivery team

Ability to create compelling solutions

Strong ability to write proposals, SOWs and work directly with our customers on providing solutions that empower their business.

Strong ability to make presentations and work with sales organization and practice resources to secure new projects

Role requires interacting closely with clients, prospects and Oracle sales team as well as internally within sales, delivery and other cross functional teams

Excellent written and oral communication skills are mandatory.

Ability to present thoughts, ideas in a clear and concise manner

Proficiency in using Microsoft Word, Power-point, Excel, Outlook, Teams is a must

Benefits:

At Calfus, we value our employees and offer a strong benefits package. This includes medical, group, and parental insurance, coupled with gratuity and provident fund options. Further, we support employee wellness and provide birthday leave as a valued benefit.

Calfus Inc. is an Equal Opportunity Employer.

We believe diversity drives innovation. We’re committed to creating an inclusive workplace where everyone—regardless of background, identity, or experience—has the opportunity to thrive. We welcome all applicants!