

# Vietnam Jobs Expertini®

## Channel Account Representative

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Company: Oracle

Location: Vietnam

Category: other-general

**Overview** Oracle is leading the digital revolution. We are empowering nearly half a million businesses across the globe to turn untapped potential into real business value. You will connect the biggest enterprises of today with the tools to compete in the digital economy of tomorrow.

**About Oracle NetSuite** Do you want to advance your career with the world's first cloud company? Since 1998, Oracle NetSuite has been on a mission to deliver an agile, unified application suite that gives leaders a complete view into their business. Our team is growing, and we're looking for people like you to help us make a global the leading cloud business system, NetSuite includes financials, inventory management, HR, professional services automation, commerce, and more. Tens of thousands of customers all over the world trust NetSuite to give their businesses the visibility, agility, and control needed to make data-informed decisions quickly. NetSuite is a place where you can build your career and have fun while doing so! We're invested in our people, our customers, and the community. As part of Oracle, our benefits are second to none. Joining our passionate team means that you're ready to take your career to the next level. With priceless learning opportunities, strong support, incredible innovation, and volunteer opportunities, NetSuite is committed to creating a workplace where everyone feels empowered and set up for success.

Career Level - IC3

### Description

#### What You'll Do

As a Channel Account Manager, you will work with channel partners on Oracle NetSuite

expansion business opportunities and manage transactions resulting from the relationship. You will be involved in facilitating joint selling between channel partners and channel sales team while growing revenue from partner sources. Working closely with channel partners, you will set the vision and develop joint account planning strategies that aligns with business objectives.

You will also be involved in handling transaction contracts, deal booking issues, and educating channel partners in Oracle NetSuite's business and commercial practices. As a member of the sales team, you will be responsible to maintain accurate and timely information for revenue forecasts. You will:

- Develop and maintain positive relationships with customers that have purchased through our Solution Provider community. As the lead point of contact on all account management matters, you are required to build trusted advisor relationships with key business executives and stakeholders (both internal and external)
- Achieve and exceed your sales quota by renewing your assigned accounts and selling additional modules
- Develop new business with existing clients in a defined territory and identify areas of improvement to grow opportunities within territory, ensuring that your accounts are fully leveraging NetSuite and that their needs are being met by the company
- Set and track annual goals with Solution Providers and aligning them to organization KPIs
- Maintain and grow an active pipeline of forecasted sales to meet monthly and quarterly quota objectives
- Negotiate pricing and contractual agreement to point of close
- Work closely with the Solution Providers and cross functionally with other departments internally, including support, professional services, pre-sales, marketing, product management, to address the needs and issues of your assigned accounts
- Participate in the creation, presentation, and sales of a complete value proposition via remote means and in person
- Maintain and expand relationships with key contacts both within the Solution Provider organization and your account base through frequent contact

### **Required Skills/Experience**

### **What You'll Bring**

Your enthusiasm, knowledge, and customer-centricity will help us become the number

one cloud company in the world. We also look for:

- Proven understanding of the Enterprise Resource Planning applications, with a passion for building and cultivating relationships
- Proven record of being a problem solver – working with Solution Providers to do the same
- Track record of success as a top performer. Must have continually achieved and/or exceeded assigned quotas and goals
- Strong communication and social skills with the ability to build relationship key customers
- Strong teammate and collaborator who gets work done and always delivers against what is promised

## **Benefits**

### **What We'll Give You**

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.

- Multinational working environment that brings people from a diverse set of backgrounds, perspectives and abilities together
- Workplace culture that promotes diversity, inclusion and innovation
- Exposure working with a leading Technology firm at an exciting time where the focus is on Cloud whilst experiencing growth and transformation!
- Competitive benefits

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