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Alliances Consultant

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Company: Oracle

Location: Argentina

Category: computer-and-mathematical

Builds long term, strategic relationships with named and vertical business alliance partners.

Career Level - IC2

Facilitates the development of strategic marketing and new business plans for all assigned partners to meet or exceed assigned business goals. Works with Partners to identify opportunities and create demand through lead generation activities and target account selling strategies. Actively track joint sales pipeline and meet or exceed quarterly and annual revenue targets. Develop and maintain relationships with global counterparts to leverage corporate initiatives and to ensure adherence to Alliances and Channel standards. Monitor partners business results, making recommendations for improvements to increase penetration for the strategic partners. Establish rules of engagement and operational escalation procedures to quickly identify and resolve issues.

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