

Argentina Jobs Expertini®

Senior Principal Consultant

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Company: Oracle

Location: Argentina

Category: other-general

Organization : Oracle

As a Oracle's Consulting Technology Team, we are part of the Services Organization with a fundamental role in the corporation's strategy. We work directly with our executives in creating and managing the largest and most strategic opportunities and accounts in Chile. We create and lead provocative and transformational proposals together with our clients' C-Levels to establish value-selling consultative processes, through heterogeneous and multidisciplinary work groups/squads.

Position Profile

The person for this position must have a passion for offering solutions that have a positive impact on clients, through building lasting and excellent relationships. All of this, within a dynamic work environment, without a fixed routine and with a focus on building trust between all parties involved.

The Consulting Solution Architect is responsible for providing implementation direction, strategy and architecture for modern cloud workloads at existing customers. This position will be embedded onsite for extended periods with the customer.

It is a position for professionals with at least 10 years of experience in understanding solutions, business processes and technology projects, including 7 years in the role of consultant.

Key responsibilities

Perform varied roles and tasks that require in order to implement Oracle products and technology to meet customer needs.

Demonstrate experience providing technical solutions on moderately complex clients.

Lead a team of consultants on a project

Assist in defining project implementation efforts, providing customer scope and requirements gathering

Participate in business development activities.

Requirements and necessary skills

Experience with consulting services, support or technical roles

Experience with customer relations

Knowledge of technical architectures in Oracle Cloud Infrastructure

Desirable skills

Experience in Multi-Cloud and traditional IT Infrastructure

Experience in Oracle Fusion Middleware Products implementations

Experience in Oracle Database Products implementations

Education

A Computer Science degree is helpful. An advanced degree or equivalent experience is a plus.

Career Level - IC3

Operates independently to provide quality work products to an engagement. Performs varied and complex duties and tasks that need independent judgment, in order to implement Oracle products and technology to meet customer needs. Applies Oracle methodology, company procedures, and leading practices. Demonstrates expertise to deliver functional and technical solutions on moderately complex customer engagements. May lead the solution design and implementation aspects of engagement(s) ensuring high quality, integrated software solutions within constraints of time and budget. May act as the team lead on projects, providing coaching, guidance and feedback to develop skills of team members. Effectively consults with management of customer organizations. Participates in business development activities. Develops and leads detailed solutions for moderately complex projects.

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