

# Argentina Jobs Expertini®

## TAD Telco Account Director

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Company: Oracle

Location: Argentina

Category: other-general

Responsible for providing leadership to the sales and account management processes and growing Oracle's revenues associated with the full breadth of Oracle products/ solutions for an assigned Key Account. The job represents a balanced customer relationship management effort involving sales and account management skills, product knowledge/problem-solving/solution skills, and direction of all other and necessary Oracle specialized resources assigned to the Key Account.

Owns overall Oracle leadership across all products, services and support to an Oracle Key Account (one of Oracle's 150 to 200 top revenue producing and market leading accounts on a world-wide basis). Is the day to day senior Oracle executive business resource assigned to the Key Account. Is chartered to facilitate and own the overall account and opportunity planning process and its execution for the Key Account. Is also responsible for the Oracle communication inside our global organization and across all organizations and lines of business within the Key Account. The key objectives of the Key Account Rep are to develop deep customer knowledge and influence through forging executive relationships across all Oracle lines of business, increasing Oracle's reputation as a proven partner, increasing customer satisfaction and Oracle revenues and footprint within the Key Account

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