

Job Description

As a recognized authority and leading contributor within their practice, this senior-level consulting position provides consistent high quality and innovative solution leadership to a project team. Leads the solution design and implementation aspects of engagement(s) ensuring high quality, integrated software solutions within constraints of time and budget.

Analyzes business needs to help ensure Oracle solution meets the customer's objectives by combining industry best practices, product knowledge, and business acumen. Exercises judgment and business acumen in selecting methods and techniques to deliver functional and technical solutions on non-routine and very complex aspects of applications and technology installations. Provides direction and mentoring to project teams, and effectively influences customer leadership on key decisions. Supports the business development efforts by pursuing new opportunities and extensions. Collaborates with the consulting sales team by providing domain expertise. Resolves complex customer issues by recommending and implementing solutions. Demonstrates expertise in multiple business processes across two or more product families or ability to architect and design technology solutions encompassing multiple products and make decisions based on impact across the stack.

8-10 years of experience relevant to this position including 4 years of consulting experience. Prior team leadership or management experience preferred. Undergraduate degree or equivalent experience preferred. Product or technical expertise relevant to practice focus. Ability to communicate effectively. Ability to build rapport with team members and clients. Strong influencing and negotiation skills. Ability to travel as needed.

If you are a Colorado resident, Please Contact us or Email us at oracle-salary-inquiries_us@oracle.com to receive compensation and benefits information for this role. Please include this Job ID: 164077 in the subject line of the email.

Responsibilities

Why Oracle NetSuite?

One word – transformation.

At Oracle NetSuite, we believe the cloud is here to stay and so do our 20,000+ customers. We believe businesses should not be bogged down by the overhead of bulky data centers and expensive personnel to run it all. Businesses need to be lean, efficient and agile. Oracle NetSuite is literally transforming business around the globe by providing a cloud-based, unified system that delivers unprecedented capabilities to drive business forward. Founded in 1998 as THE cloud applications pioneer, today Oracle's NetSuite global business unit has transformed the business operations of our customers without the high costs and inefficiency of on-premise systems.

Transform your career at Oracle NetSuite

At Oracle NetSuite we work hard and we work smart. We hire fierce competitors. We hire individuals that are fearless trail blazers. Oracle NetSuite employees take the hill, we prefer action over inaction, we are tireless in our mission and we pause only to celebrate our success. And we DO celebrate, because if you don't have fun along the way, then what's the point?

Responsibilities include:

• Partner with customers to document and validate their business requirements, map them to

solution functionality and configure/customize the Oracle NetSuite application to meet their business needs.

• Conduct sessions with the customer via the phone or in person, attend project meetings and provide status on progress of activities and deliverables.

• Provide customers with as needed consulting and general assistance and be a “go-to” resource for specific functional areas.

• Contribute to the solutions repository/best practices and knowledge share activities and participate in Subject Matter Expert programs.

• Support the sales cycle through scoping of Professional Services engagements, executive-level prospect meetings, and solution reviews.

• Assist in expanding Professional Services sales installed base of existing customers, as well as present and promote the value of Oracle NetSuite Professional Services to prospective customers.

• Train and mentor more junior consulting staff

Preferred Qualifications include:

+ 10+ years cumulative relevant professional experience, to include significant functional consulting and/or pre or post sales roles for a services or product vendor

+ Expertise in the full life cycle implementation of Services industry vertical focused ERP solutions.

+ NetSuite platform solution experience strongly preferred, however competing vendor's offering will be considered

+ OpenAir or SRP solution implementation experience preferred.

+ Strong project and team leadership skills

+ Outstanding written and verbal communication skills

+ NetSuite product certification

+ Ability to travel on a modest to moderate basis, as appropriate.

At Oracle, we don't just value differences-we celebrate them. We're committed to creating a workplace where all kinds of people work together. We believe innovation starts with diversity and inclusion. <https://www.oracle.com/corporate/careers/culture/diversity.html>

\#SuiteJobs

About Us

Diversity and Inclusion:

An Oracle career can span industries, roles, Countries and cultures, giving you the opportunity to flourish in new roles and innovate, while blending work life in. Oracle has thrived through 40+ years of change by innovating and operating with integrity while delivering for the top companies in almost every industry.

In order to nurture the talent that makes this happen, we are committed to an inclusive culture that celebrates and values diverse insights and perspectives, a workforce that inspires thought leadership and innovation.

Oracle offers a highly competitive suite of Employee Benefits designed on the principles of parity, consistency, and affordability. The overall package includes certain core elements such as Medical, Life Insurance, access to Retirement Planning, and much more. We also encourage our employees to engage in the culture of giving back to the communities where we live and do business.

At Oracle, we believe that innovation starts with diversity and inclusion and to create the future we need talent from various backgrounds, perspectives, and abilities. We ensure that individuals with disabilities are provided reasonable accommodation to successfully participate in the job application, interview process, and in potential roles. to perform crucial job functions.

That's why we're committed to creating a workforce where all individuals can do their best work. It's when everyone's voice is heard and valued that we're inspired to go beyond what's been done before.

Disclaimer:

Oracle is an Equal Employment Opportunity Employer* . All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, national origin, sexual orientation, gender identity, disability and protected veterans' status, or any other characteristic protected by law. Oracle will consider for employment qualified applicants with arrest and conviction records pursuant to applicable law.

- Which includes being a United States Affirmative Action Employer**