Oracle Business Development
Reston, VA

Preferred Qualifications:
1. BS or BA degree (Minimum GPA of 3.0). Strong business acumen.
2. Excited about selling, negotiating, winning deals.
3. Excellent verbal and written communication skills.
4. Confident, driven, self-starter with strong organizational skills.
5. Entrepreneurial spirit, likes to try new things, doesn't like to wait for guidance.\
6. Comfortable in a metrics-driven organization.

Responsibilities:
1. Create and uncover sales opportunities in both new and existing customer accounts through well-planned demand generation efforts.
2. Identify a customer's business needs and articulate how Oracle's solutions can address those needs.
3. Collaborate with the rest of the sales team on account strategy, demand generation activities, execution plans and results.
4. Make extensive use of outbound calling to generate customer interest, provide a targeted value proposition.
5. Develop and organize in-depth territory and account knowledge including contact information, current product ownership, current and future technology plans and targeted areas of opportunity.

Please send resumes to judy.charles@oracle.com.