



## Example of Oracle HCM Cloud Job Description

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Our growing company is looking to fill the role of oracle HCM cloud. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

### Responsibilities for oracle HCM cloud

- Work with the CSM organizations, regional PMs, inbound PMs and Cloud Operations to standardize support for PaaS-HCM SaaS customers for project success
- Work with regional teams, closely monitor PaaS-HCM SaaS project accounts to ensure success and references
- Understanding the overall PaaS and HCM SaaS market landscape including competitors and potential partners and deliver enablement to the regional CSM teams for renewal and upsell
- Help the regional CSM teams close deals by providing guidance in product positioning, presentation, demo assets, and competitive knowledge
- Able to effectively articulate solutions and discuss business problems with senior clients, positively influencing outcomes Involved in setting strategic direction to establish near term goals for area of responsibility
- Is known to Oracle sales and alliances and can navigate the leading new solutions of Oracle Cloud and talk intelligently of the Oracle Roadmap and strategy to our customers
- Be a leader to expand on new innovation of AI, RPA, and Analytics so that you can be conversant in client conversations
- Establish and Maintain relationships with Oracle sales and alliances and can navigate the leading new solutions of Oracle Cloud and talk intelligently of the Oracle Road Map and strategy to our customers
- Knowledgeable and experiences in Oracle HCM Cloud HR Core, Compensation Integrations, Reporting, Fast Formulas, Key Flex Fields (R9 +)

## Qualifications for oracle HCM cloud

- Experience of working effectively and building trusted relationships with stakeholders and sponsors at all levels
- Proven capability of influencing, coaching and advising team members
- Competent written and oral communication skills (for example, experience of presenting, chairing meetings, facilitating workshops, business and report writing)
- Ability to demonstrate an understanding of Oracle's business strategy
- Oracle certification in a number of Oracle HCM modules and/or knowledge of Oracle Fusion applications
- Ability to travel throughout the UK and potentially in Europe on client projects