



Example of Oracle Manager Job Description

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Our innovative and growing company is looking for an oracle manager. To join our growing team, please review the list of responsibilities and qualifications.

Responsibilities for oracle manager

- Learn and teach – build an Oracle AWS global team
- Translate departmental goals into performance objectives for each team member and measure departmental and individual performance against the plan
- Monitor team's service tickets and respond to them as needed
- Propose training and development plans for team members by assessing daily work
- Makes recommendations for employee actions (hiring, promotion, transfer, compensation, discipline)
- Arrange team resources according to work volume
- Provide Primary Support for new opportunities (entering Deal Registrations, collaborating with Pre-Sales on Configurations, and writing up NSR Special Pricing requests)
- Educate the selling organization on current and newly launched products (Oracle Database Appliance, powered by Intel Xeon) both formally via funded marketing activities and informally via team huddles
- Conduct Sales Trainings & Develop sales collateral to assist account managers in providing Oracle solutions to their customers
- Monitor the Oracle Cloud and Oracle ODA Program results and report out the results to Oracle via weekly calls and regular reporting delivered via e-mail

Qualifications for oracle manager

- An appreciation of the consulting lifestyle and a willingness to travel
Geography focus will be predominantly in Singapore
- LDAP and Directory Services - Must know advanced LDAP implementation concepts like Schema and Structure
- Development of executive relationships within target Service Provider accounts
- Work closely with other internal functions such as Marketing, Product Management, Sales Consulting, and Engineering to address the complex solutions to meet the customer needs
- Demonstrated track record of success in solution selling in UK & Ireland region