



Remote Inside Sales Executives – Oracle Health – Ambulatory

As an Inside Sales Executive on the Ambulatory Inside Sales Team, your primary responsibilities are to create, manage, and close new ambulatory sales opportunities. This will be a fast-paced and challenging environment, and it is an excellent opportunity for you if you want to quickly progress to different sales roles within Oracle.

In this role, you will develop and maintain relationships with prospective client organizations and internal stakeholders through remote meetings, correspondence, and ongoing support, conduct market, client, and competitive analysis to recommend sales strategies for a territory or assigned group of clients and advise clients on Oracle Health solutions and services that meet their needs.

You will conduct forecast tracking within Oracle sales tools, create ordering documents and review for accuracy based upon client requests, solution requirements, and manage pipeline and forecast in order to consistently drive sales opportunities to closure against a sales quota. You will also recommend and execute marketing activities and campaigns and work to close subsequent sales opportunities from these efforts. We are excited for you to join our fast-growing Oracle Health sales team!

Basic Qualifications

- At least 4 years total combined related work experience and/or completed higher education

Preferred Qualifications

- Bachelor's degree
- At least 1 year of client-facing work experience in either consulting or account management
- At least 1 year of sales support, quoting tools or CRM tools work experience

Expectations

- Kansas City-based is preferred but not required
- Willing to travel up to 10% as needed
- Must be located within 60 miles of a virtually approved location
- Willing to work additional or irregular hours as needed and allowed by local regulations
- Work in accordance with corporate and organizational security policies and procedures, understand personal role in safeguarding corporate and client assets, and take appropriate action to prevent and report any compromises of security within scope of position
- Perform other responsibilities as assigned

To apply for the Inside Sales Executive – Oracle Health – Ambulatory position:

1. [Click here](#) to apply for the position Oracle careers page.
2. Email your resume and reference the job number to veteranrecruiting_us@oracle.com.
3. Place the following in the email Subject Line: Military Spouse applying for Remote Inside Sales Executive-Oracle Health-Ambulatory-218129