


## Sales Executive, MySQL HeatWave Cloud Solution (Public sector)

Delhi, India · Reposted 1 week ago · Over 100 applicants

 **On-site** · Full-time · Mid-Senior level

 658 school alumni work here

 Skills: Business Development

### About the job

#### MySQL HeatWave Account Executive

The MySQL Cloud Sales team has an exciting opportunity for a qualified Sales Key Account Executive to join our team! In this role you will sell MySQL HeatWave Database Services across a defined set of named accounts within our West/North territory.

*Oracle is a leader in the traditional database market and with years of innovation and research, has built a category of solutions in the analytics space to completely change the cloud database market and the emerging lakehouse market. These solutions are part of the MySQL family within Oracle and have been built completely grounds up with a cloud foundation and multi cloud principles. MySQL Heatwave is one of the fastest growing businesses within Oracle and one of the most deployed databases in the world. It is used in companies of all sizes. We have a solid technology, pricing, and go-to-market model which makes this role challenging and fun!*

To lead and grow these exciting, new set of solutions from Oracle, we need a dynamic individual to lead our set of key accounts (mix of hunter and farmer role) someone who is passionate about building things, is an innovative thinker, understands how a startup

### What you will bring:

- 7+ years of business development or direct sales experience in cloud technologies, analytics, databases and AI in India, selling to C-level executives experience
- Previous experience selling into the Public Sector (local/state governments) is a must
- Bachelor's degree or equivalent related experience
- Passion and drive along with demonstrated ability to sell innovative technologies to enterprise level customers
- Competitive mindset with the ability to achieve stretch targets. Always finds a way to win, achieve objectives and milestones through strong leadership, excellent execution and, whenever necessary, through experimentation, adaptation, and collaboration.
- Enterprising with clarity of thought and outstanding communication skills. Solid ability to clearly present complex ideas to senior business executives, CIO's and CTO's in a lucid and persuasive manner.
- Well-developed interpersonal skills with effective ability to communicate with internal collaborators to evangelize and close opportunities
- Ability to travel up to 50% of the time within your territory

### What you will do:

- Foster a culture of sales excellence across all aspects of the sales cycle.
- Enhance C-level relationships with current and future clients, demonstrating business impact and ROI in a compelling and articulate manner.
- Fine-tune the sales process and create greater levels of collaboration between marketing, sales, and account management.
- Serve as a key ambassador and spokesperson in building the brand.
- Drive revenue and market share in a defined territory
- Meet or exceed quarterly revenue targets
- Develop and execute against a comprehensive account/territory plan
- Create & articulate compelling value propositions around HeatWave services
- Accelerate customer adoption
- Maintain a robust sales pipeline
- Work with partners to extend reach & drive adoption