

**Job Title:**

Director, Competitive Intelligence - Enterprise Management

Status:

Full Time, Employee

Location:

Open / Virtual (anywhere in US), CA 94065

Job Category:

Information Technology

ABOUT ORACLE**INFORMATION DRIVEN**

Oracle's business is information —how to manage it, use it, share it, protect it. The world's largest enterprise software company, Oracle is the only vendor to offer solutions for every tier of your business-database, middleware, business intelligence, business applications, and collaboration. With Oracle, you get information that helps you measure results, improve business processes, and communicate a single truth to your constituents.

Oracle's next-generation enterprise computing platform —Fusion —is being designed to enable incremental adoption of a powerful, flexible, service-oriented IT infrastructure without the disruption associated with a wholesale platform upgrade. This portfolio is built on powerful Fusion design principles, standardizing the priorities and practices of your enterprise computing strategy-saving you significant time and money.

Job Description**Job Title: Director/Senior Director, Competitive Intelligence - Enterprise Management****Department Description:**

Oracle Competitive Intelligence is a critical enabling component that helps sales to be more effective in competing and winning deals. Competitive Intelligence provides timely, relevant and actionable content, tools and sales support against key competitors such as BEA, IBM, Microsoft, SAP, as well as pure-play and open source vendors.

Job Description:

Provide leadership and expertise in enterprise management competitive analysis.

This senior level individual contributor will work closely with Oracle sales and product management/product marketing to position Oracle Enterprise Manager and related tools against competitors in the enterprise management space. The position involves deep competitive analysis, content and sales tools creation, sales training, and deal support.

Successful candidate must be a self-starter and a team player. He/she will have a competitive intelligence background, strong written and verbal communication skills, deep knowledge of the enterprise management space and keen understanding of how IBM Tivoli, HP Openview, CA Unicenter, BMC BSM and Quest Software compete in this market.

Preferred Qualifications:

- Leadership and expertise in enterprise management competitive analysis
- Deep experience in one or more of the following: application performance management, configuration management, provisioning & automation, and/or service-level management
- Demonstrated product/project management experience
- Ability to work with sales, product management/product development, and executives
- Strong interpersonal skills / Excellent written and verbal communication
- Analytical and a strategic thinker / Energetic and enthusiastic / Self-starter and team player
- BA/BS/MBA degree



[Click here to see all "Oracle USA" opportunities](#)

[Learn more about Oracle USA](#)

Work Location: OPEN (Virtual + Travel)**Travel Component: <25%**

To effectively fill this role, the preferred candidate may be required to travel up to 25%.

As part of Oracle's U.S. employment process, candidates will be required to complete a background check prior to an offer being extended. These background checks include: Prior Employment Verification / Education Verification / Social Security Trace / Criminal Background Check / Motor Vehicles Records (where required for position)

Oracle Supports Workforce Diversity

Contact Information**Contact:**

Nicole Palmer

Email:

nicole.palmer@oracle.com