

## Account Manager

Recognized as a leading Oracle partner, EPMI is a consulting firm that leverages innovative technology to streamline decision-making for business leaders. We partner with finance and accounting teams to gain efficiencies by automating the budget process, reducing days to close, and enabling robust reporting. We specialize in Oracle Cloud solutions for Enterprise Performance Planning, Enterprise Resource Planning, and Analytics. EPMI's team of business process and technology consultants equip finance and accounting teams with the right information and tools to be successful as individuals and as organizations.

EPMI is seeking an entrepreneurial-minded sales professional to join our diverse team as we rapidly grow in the market. Our firm works directly with a broad network of Oracle sales professionals to extend the Oracle Cloud customer community by implementing SaaS solutions for finance and accounting teams. The ideal candidate will be comfortable leading public-facing presentations across a variety of subjects and have experience in enterprise sales either for software or professional services. We are a dynamic and fast-paced organization that lends itself to minimal oversight and deep personal responsibility.

### Job Description:

- Develop relationships within the Oracle Application Sales community
- Identify leads in conjunction with and independently from Oracle Sales teams
- Convert leads into qualified pipeline
- Partner with our team of consultants to leverage industry trends and client needs to develop solutions with significant value for the customer
- Lead complex and strategic sales cycles including qualifying opportunities, leading business process discovery sessions, building customer presentations, preparing proposals, and owning the close process
- Build long term relationships with key executive stakeholders (VP, C-level), decision-makers, and influencers within client accounts

### Qualifications:

- 2+ years experience in Enterprise sales, ideally in an Oracle SaaS sales role or in management consulting (process improvement, digital transformation, accounting/finance)
- Demonstrated success selling software, consulting, or other enterprise-level solutions to C-level clients
- Ability to develop relationships across client organizations
- Entrepreneurial mindset with minimal need for oversight
- Existing professional network of finance professionals and/or Oracle sales representatives
- Flexibility to adapt to a dynamic and growing organization
- Excellent written and oral communication skills and an outstanding ability to present complex topics one on one or in large group settings
- Excellent organizational and time management skills with overarching attention to detail
- Positive attitude and strategic thinking skills

- Bachelor's Degree (or equitable professional experience) from an accredited university in Finance, Accounting, Business, Economics, Computer Science, Entrepreneurship, Marketing, or similar

**Nice to have:**

- Prior experience in the professional services sector
- Experience as a founder or working for a fast-paced startup company
- Knowledge of corporate finance and accounting business processes
- Knowledge of Oracle back-office software applications including EPM, Hyperion, ERP, and Analytics
- Central Time Zone