


LAUNCH YOUR CAREER WITH ORACLE!

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Sales Development Intern, Cloud CX, Spain (Madrid)

Oracle is looking for dynamic, high performing interns who thrive on the challenge of working in a fast moving cloud sales environment and who have a passion **for technology** and how it can help businesses succeed.

Cloud computing, mobile technology and social networking has fundamentally changed the way we do business. Oracle is leading the way in exploiting these changes in technology to transform the way IT systems are designed, delivered and used by our customers. We have the most complete and modern cloud business application suite on the market, and we are re-defining the way businesses operate.

As an all round Sales Development intern, you will be at forefront of the Cloud revolution.

What we offer:

- To be part of a business development team in Oracle. This is not an internship where you are working FOR the team – you will be integrated in as PART OF the team getting real hands on experience.
- You will be involved in researching markets, industries & accounts through social listening techniques; making customer/prospect contacts & following up on leads.
- You will be engaging with prospects & industry experts on social media channels using social selling techniques & you will be directly liaising with potential & existing Oracle customers.
- You will be networking in a multi-cultural environment making key connections for your future!
- You will gain a solid understanding of the application landscape and Oracle portfolio of solutions.
- You will receive a personal coaching from an experienced manager.
- Oracle provides complete & high end IT solutions. This is business to business selling. You will be entering into another league of the sales world & getting experience that will be a firm foundation for a successful sales career.
- Long term (12months)-paid internship
- You will be trained, at least, in:
 - Our Cloud CX solutions as well as business value, solution positioning and sales pitch
 - Market and competitors overview
 - Sales planning through account mapping, profiling and deep dive
 - In communication (written and verbal) and in sales tools and techniques

Finally if you are successful you will make yourself hugely employable. Oracle may well offer you a job to return back after you graduate.

Responsibilities:

Some of the key areas that you would be engaged in:

- Support digital strategy to increase Oracle digital presence:
 - Leverage digital content and social to engage with influencers & prospects on Cloud CX (Customer Experience)

- Drive attendance to physical and virtual events through social engagement and follow-up
- Manage, foster and proliferate social/digital campaigns in local language
- Leverage reference stories and Customer Advocacy videos
- Build and run communities
- Boost presence on new platforms
- Analysis and Business Intelligence (white space...)
- Participate to customer workshop and Journey Mapping
- Identify and suggest value added start-ups
- Build customer video show case storyboard with sales dev team and sales rep
- Present in front of Oracle Partner, Customer and internal stakeholders

What we look for:

- Recent graduates of Business Administration, Economics or Management
- Fluent Spanish, very good level in English - Additional languages are a plus
- Proficient with social media networks communication/collaboration, have experience or interest in conducting online research
- A good communicator who can articulate a message clearly & also actively listen to others
- Engaging with high energy, self-starter, results-oriented, entrepreneurial
- Highly organized, able to multi-task
- Proactiveness
- Confidence, energy and creativity

To apply, please send your CV to patricia.naranjo@oracle.com