

# Oracle University Sales Consultant's **Team Branding Statement**

Tagline: Knowledgeable/Resourceful/Invaluable

We're very proud to be known as the Secret Weapon for other lines of business, because of our ability to collaborate (yet remain neutral and non-threatening), in challenging sales situations. With an average tenure of 14 years, we use our extensive knowledge, our strong network (within OU and with other lines of business), and all of our creative resources, to help make things happen, that otherwise wouldn't.

We know how to ask the critical questions (that salespeople often can't), to help our Sales Reps close more deals and for their customers to maximize their investment in Oracle-related products.

Our big picture perspective, active listening skills and extensive implementation experience provides us with a unique understanding of most business objectives and initiatives. As a result, we are able to build accurate, thorough and thoughtful training solutions for developers, system administrators and end-users.

Whether developing strategies to increase user adoption and revenue opportunities, or navigating demanding customer requests, we are passionate about improving overall satisfaction, by empowering our customers to become active participants in the creative design and use of their Oracle solutions.

We know we've been successful when our invaluable expertise brings in more revenue and seals many (if not most), of the deals we close. By skillfully balancing the needs of the customer with the needs of the business, we're able to create a win/win that increases organizational efficiencies, reduces costs and dramatically impacts project outcomes for all concerned