

Pre-Sales Architect (Siebel, Telecom)

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Company: Oracle

Location: Colombia

Category: other-general

Job Title Pre-Sales Architect (Siebel, Telecom)

Summary

We are seeking a highly skilled Pre-Sales Architect with deep expertise in Siebel CRM applications and a strong understanding of telecommunications business processes. This individual will be a vital member of our sales team, collaborating with sales representatives across diverse geographies to drive success in complex Siebel solution sales. Fluency in English is essential for effective communication and collaboration within our multinational organization.

Key Responsibilities

Technical Solution Design: Design and architect Siebel-based solutions that align with customer requirements, industry best practices, and the company's product offerings.

Demos and Presentations Deliver compelling technical demonstrations and presentations that showcase the value proposition of Siebel solutions to prospective clients in the telecom sector.

RFP / RFQ Support Provide technical input and expertise in the development of accurate, persuasive responses to Requests for Proposals (RFPs) and Requests for Quotations (RFQs).

Customer Discovery: Partner with sales teams to uncover customer pain points, business needs, and the key success factors for a Siebel implementation.

Knowledge Transfer: Mentor sales teams to increase their technical understanding of Siebel

solutions and telecom industry applications.

Industry Expertise: Stay up-to-date on Siebel developments, technology trends, and evolving business processes within the telecommunications market.

Required Qualifications

Siebel Experience: Minimum of 10+ years of hands-on experience with Siebel architecture, configuration, and development processes.

Telecom Knowledge: Demonstrated understanding of core telecom processes, including customer relationship management, order management, billing, and service provisioning.

Technical Skills: Proficiency with Siebel Tools, Siebel eScript, Siebel workflows, and integration technologies (EAI, web services).

Communication Skills: Outstanding verbal and written English communication skills, including the ability to translate complex technical concepts into business-oriented language.

Problem-Solving: Strong analytical and problem-solving skills to address technical challenges and customer requirements effectively.

Bachelor's Degree: Degree in Computer Science, Information Systems, or a related technical field

Preferred Qualifications

Pre-Sales Experience: Prior experience in a pre-sales engineering or solution architect role.

Salesforce Knowledge: Experience with or other CRM platforms is a plus.

Multilingual Skills: Fluency in additional languages, particularly those relevant to target markets, is highly advantageous.

Career Level - IC3

Operates independently to provide quality work products to an engagement. Performs varied and complex duties and tasks that need independent judgment, in order to implement Oracle products and technology to meet customer needs. Applies Oracle methodology, company procedures, and leading practices. Demonstrates expertise to deliver functional and technical solutions on moderately complex customer engagements. May lead the solution design and

implementation aspects of engagement(s) ensuring high quality, integrated software solutions within constraints of time and budget. May act as the team lead on projects, providing coaching, guidance and feedback to develop skills of team members. Effectively consults with management of customer organizations. Participates in business development activities. Develops and leads detailed solutions for moderately complex projects.

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