Principal Security Account Manager

Apply Now

Company: Oracle

Location: Saudi Arabia

Category: other-general

Who we are ?

ACS Managed Security Services (MSS) mission is to Increase Oracle's Value Potential in the Managed Services market by providing a Managed Security and Compliance COE that draws together the existing Oracle Tooling, Cloud Services and Oracle Professional Services to build a holistic thoughtful Security and Compliance Offering tailored to the customers' needs in the Hybrid cloud environment.

Our MSS team is constantly evolving our capabilities on Oracle's Gen2 Cloud platform. We are looking for Security Account Managers (SAM) to help our customers to better understand their Hybrid cloud environment and more importantly, that can assist them in building a holistic Security and Compliance program that will improve their ability to further adopt cloud technology. The ideal candidate will be able to **provide a seamless and personalized interactions with the customer's security and IT teams , engaging to assess customer security need in alignment with their security policy and regulatory** requirement, demonstrating CUSTOMER SUCCESS One Oracle Approach by sourcing expertise from Oracle – including Global Security, Applications Development, and Cloud Engineering other partner organizations by offering tailored security solution and elevate customer success through expert in solving business problems, engaging with product development and other partner organizations to drive and integrate required solutions.

The ideal candidate will have demonstrable experience in solving business problems, engaging with product development and other partner organizations to drive and integrate required solutions.

Responsibilities

Handle Security interactions with CSS customers & perspective Oracle clients

Drive Customer success As a security advisor who understands Oracle security products and standards and aligns with customer policy and regulatory requirement. As transformational advisor, drive latest innovation to customer security landscape in Cloud or OnPrem

Engage with key business partners to kick off engagements to assess customer requirement.

Conduct workshop to asses customer security posture in Cloud/ Onprem and provide recommendations in security roadmap document that aims to improve customer security posture.

Leverage expertise from all sources throughout Oracle including global security, applications, development, and cloud engineering.

Conduct workshops with both Technical as well as Business users to define and showcase the value provided by Oracle Cloud Platform and MSS Services.

Development and delivery of a customer-specific MSS Service Strategy as defined in workshop.

Support ACS Pre-Sales team in incorporating the customer specific MSS Service Strategy into Security Service Sales.

Work closely with clients, either from a technical and non-technical standpoint, delivering solutions that fulfil or exceed their requirements.

Use deep customer understanding to deliver a competitive advantage.

Demonstrate commercial acuity when engaging and advising a customer.

Provide MSS Product Management team with inputs from the field / customer interactions that can be used to further evolve the MSS Service Portfolio such that it is in alignment with customer needs and expectations.

Engage with ACS Marketing teams to provide inputs and support for MSS Marketing strategy and campaigns.

Engage with key business partners to understand requirements, perform business analysis, and architect / design security solutions.

Demonstrate flexibility and resilience in response to changing or ambiguous situations.

What You'll Bring:

BS or MS degree or equivalent experience relevant to the functional area with 10+ years of related experience.

Technical Qualifications: Extensive cloud security architecture / design experience. Extensive background in cloud applications, cloud platforms and/or experience providing cloud infrastructure platforms in sophisticated environments. Experience with Oracle's software / hardware / cloud products and services. Experience with other cloud provider offerings/capabilities a plus. Solid grasp of both Windows and Linux platforms.

Leadership & Soft Skill Qualifications: Prior experience solving sophisticated business problems with technology, including aspects unique to securing the cloud (provider / consumer perspective). Good interpersonal and consulting skills to establish and maintain internal and external partnerships globally, negotiating risk against other business factors. Positive influence to lead through frequent ambiguity / uncertainty / change. Business savvy including the ability to see and convey the big picture.

Additional Qualifications:

Experience in risk assessment, risk management, and risk mitigation.

Knowledge of industry security concepts / frameworks and regulatory standards such as ISO-27001, NIST, PCI, HIPAA, FedRamp, etc.

CISSP, CCSK, GIAC, CISA or other security certifications preferred.

Supports the strengthening of Oracle's security posture, focusing on one or more of the following: risk management; regulatory compliance; threat and vulnerability management; incident management and response; security policy development and enforcement; privacy; information security education, training and awareness (ISETA); digital forensics and similar focus areas.

Risk Management: Brings advanced level skills to assess the information security risk associated with existing and proposed business operational programs, systems,

applications, practices and procedures in very complex, business-critical environments. May conduct and document very complex information security risk assessments. May assist in the creation and implementation of security solutions and programs.

Regulatory Compliance: Brings advanced level skills to manage programs to establish, document and track compliance to industry and government standards and regulations, . ISO-27001, PCI-DSS, HIPAA, FedRAMP, GDPR, etc. Researches and interprets current and pending governmental laws and regulations, industry standards and customer and vendor contracts to communicate compliance requirements to the business. Participates in industry forums monitoring developments in regulatory compliance.

Threat and Vulnerability Management: Brings advanced level skills to research, evaluate, track, and manage information security threats and vulnerabilities in situations where in-depth analysis of ambiguous information is required.

Incident Management and response: Brings advanced level skills to respond to security events, identifying possible intrusions and responding in line with Oracle incident response playbooks. May operate as Incident Commander on serious incidents.

Digital Forensics: Brings advanced level skills to conduct data collection, preservation and forensic analysis of digital media independently, where an advanced understanding of forensic techniques is required.

Other areas of focus may include duties providing advanced level skills and knowledge to manage Information Security Education, Training and Awareness programs. In a Corporate Security role, may manage the creation, review and approval of corporate information security policies.

Mentors and trains other team members.

Compiles information and reports for management.

Apply Now

Cross References and Citations:

1. Principal Security Account Manager LaboratoryjobsJobs Saudi Arabia Laboratoryjobs↗

2. Principal Security Account Manager FindurgentjobsJobs Saudi Arabia Findurgentjobs↗

3. **Principal Security Account Manager Saopaulojobs Jobs Saudi Arabia Saopaulojobs** ↗

4. **Principal Security Account Manager Searchcanadajobs Jobs Saudi Arabia Searchcanadajobs** ↗

5. **Principal Security Account Manager Indonesiajobs Jobs Saudi Arabia Indonesiajobs** ↗

6. **Principal Security Account Manager Delhijobs Jobs Saudi Arabia Delhijobs** ↗

7. **Principal Security Account Manager Instrumentationjobs Jobs Saudi Arabia Instrumentationjobs** ↗

8. **Principal Security Account Manager Unitedarabemiratesjobs Jobs Saudi Arabia Unitedarabemiratesjobs** ↗

9. **Principal Security Account Manager Cardiologistjobs Jobs Saudi Arabia Cardiologistjobs** ↗

10. **Principal Security Account Manager Indonesiajobs Jobs Saudi Arabia Indonesiajobs** ↗

11. **Principal Security Account Manager Shenzhenjobs Jobs Saudi Arabia Shenzhenjobs** ↗

12. **Principal Security Account Manager Angularjobs Jobs Saudi Arabia Angularjobs** ↗

13. **Principal Security Account Manager Jobslibrary Jobs Saudi Arabia Jobslibrary** ↗

14. **Principal Security Account Manager Italyjobs Jobs Saudi Arabia Italyjobs** ↗

15. **Principal Security Account Manager Polandjobs Jobs Saudi Arabia Polandjobs** ↗

16. **Principal Security Account Manager Fitnessjobs Jobs Saudi Arabia Fitnessjobs** ↗

17. **Principal Security Account Manager Erpjobs Jobs Saudi Arabia Erpjobs** ↗

18. **Principal Security Account Manager Bahrainjobs Jobs Saudi Arabia Bahrainjobs** ↗

19. **Principal security account manager Jobs Saudi arabia** ↗

20. **AMP Version of Principal security account manager** ↗

21. **Principal security account manager Saudi arabia Jobs** ↗

22. **Principal security account manager Jobs Saudi arabia** ↗

23. **Principal security account manager Job Search** ↗

24. **Principal security account manager Search** ↗

25. **Principal security account manager Find Jobs** ↗