

ORACLE®

Oracle Value Added Distributors Global Community Forum

June 4th & 5th, 2018
Lisboa - Portugal



Lucas Podesta
20 Years Old

EMEA VAD Digital Marketing Apprentice

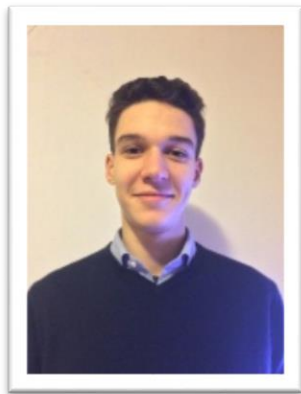
Marketing & Sales degree student

Apprenticeship

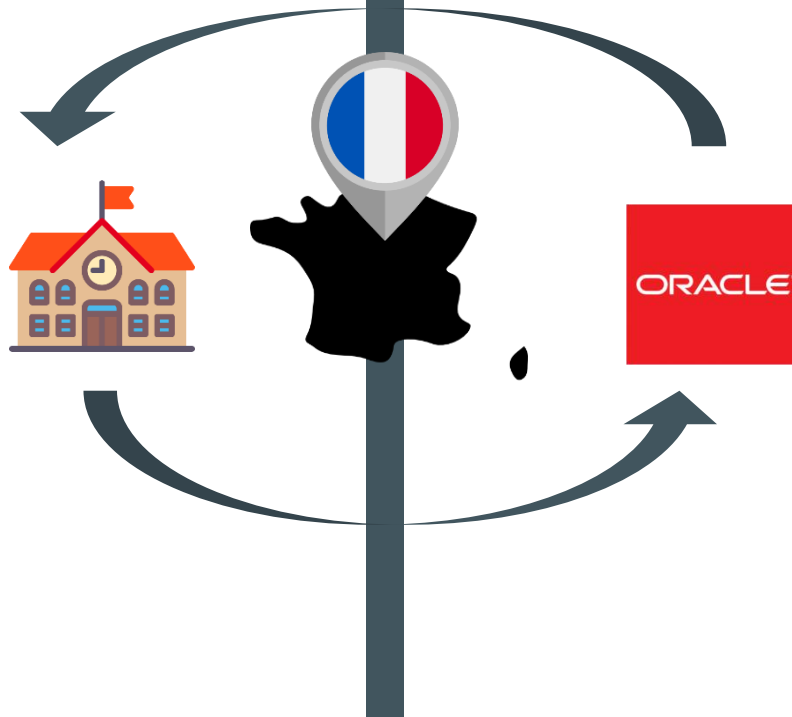
- Legal French contract
- Working & Studying
- Student placement
- Young Generation Y mindsets



- Developing Lucas
- Reverse Mentoring
- Contributing to the team success



Lucas PODESTA
Student



Laurence LEPRIVIER
Mentor

Did you know ?

84%

B2B Decision maker
and VP buyers on
social media

46%

Of the traffic from you're
company website comes
from LinkedIn

39%

Contact time saved

+55%

More likely to reach
your quota

Objectives



- Improve our communication with you
- Make your information research easier
- Help you to develop your business



Al Patel



Laurence Leprivier



Lucas Podesta



Claudia Costa

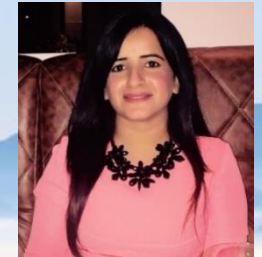


Sharmaine Khan



Rising Towards the Cloud FY2018

Winners of the Social/Digital



Ritu Chhibber



Ajoy Pinto



Ravi Sundaramurthy



Julien Haye



Ulla Strobel



Dennis van de Waerd





EMEA Oracle VAD Community Group

Non répertorié • 213 membres



Gérer

✓ Membre



Lancez une discussion avec votre groupe

Saisissez le titre de la discussion...

[Discussions](#) Offres d'emploi

SÉLECTION

... 1mois



Al Patel • Propriétaire du groupe

Senior Director, EMEA VAD Chanel Sales at Oracle

Global VAD Forum, Lisbon, 4-5 June

The forum will cover a range of topics, all supporting 2 tier growth, both in On Premise and Cloud.

Presenters include Brian Hamel, Javier Torres, Jean-Marc Gottero, and many others.

Registrations are ramping up. We have a distinguished set of guests from our VADs, globally.

Make sure to register if you haven't already done so.

We look forward to once again having a high attendance from our EMEA VADs.

Voir moins

J'aime Commenter | 7

À PROPOS DE CE GROUPE

Welcome to the EMEA Oracle VAD Community Group. A place where we share with you, the latest information on key priorities and activity in the Oracle distribution channel sales organisation.

MEMBRES

213 membres



Inviter des personnes

Promu



MSc Spécialisé

Bac +3/4 ? Devenez Manager avec un MSc Spécialisé de l'ISC Paris !

[En savoir plus](#)



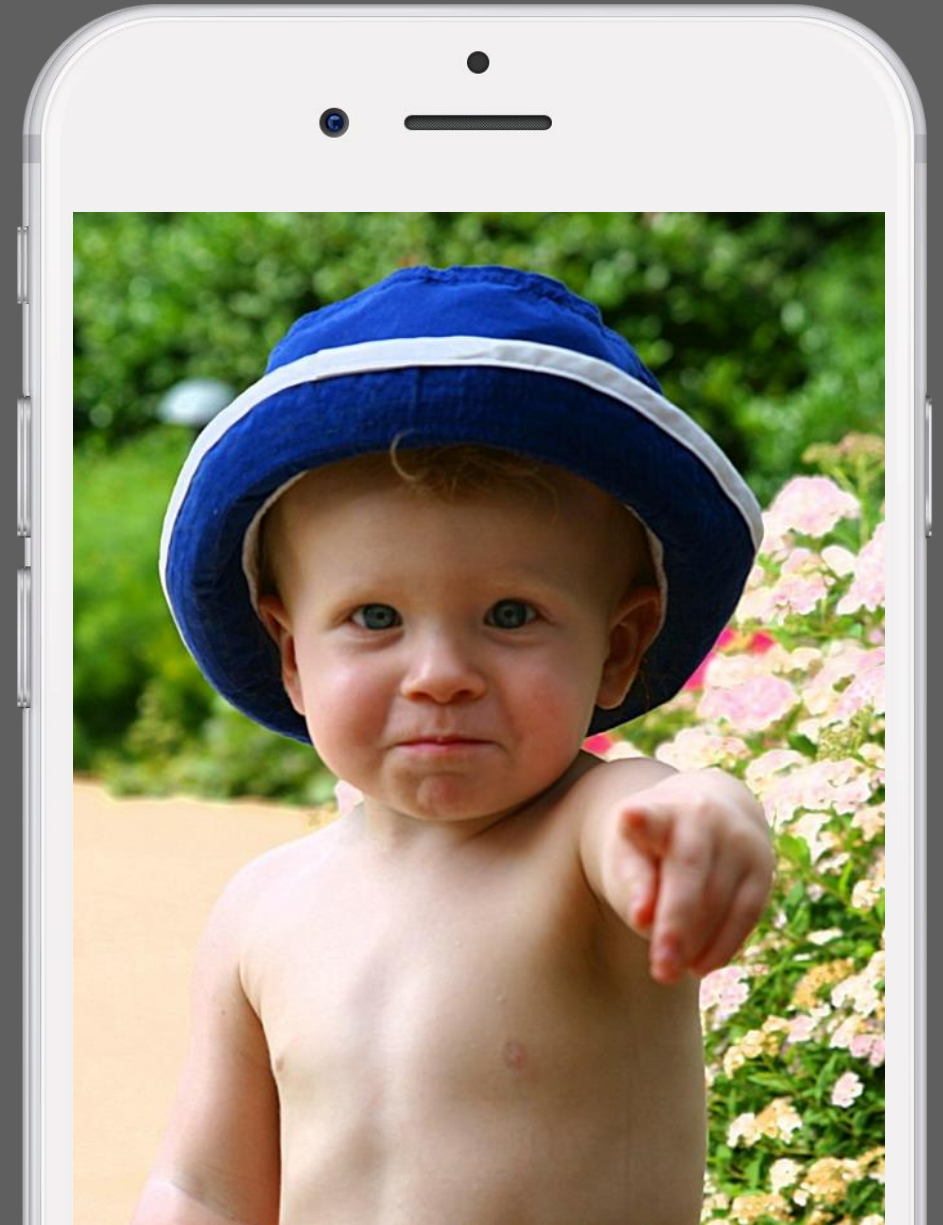
Nominate a colleague

Highlight the achievements of women in the channel industry. Nominate now!

[En savoir plus](#)



What's in for
you ?



ORACLE

Useful and ready-to-use content...



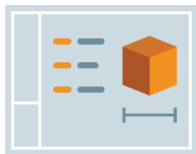
News & Announcements

- Up-to-date informations
- Go Beyond content
- VAD Resource Center updates



Events / Initiatives

- Get #InTouch with the locals
- Local events



Products informations

- System
- On-premise
- Cloud



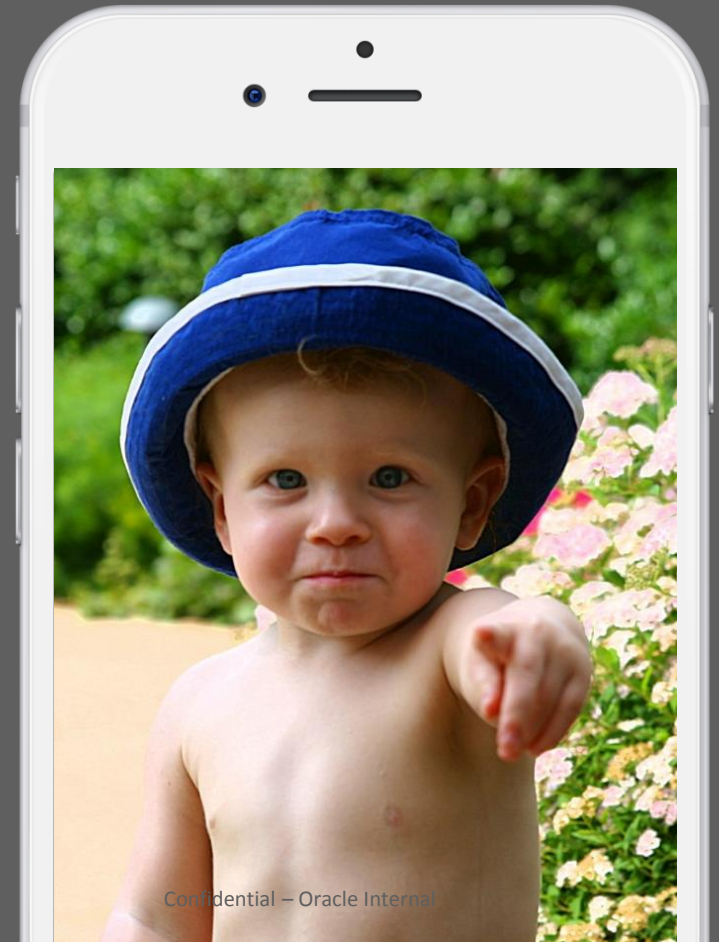
Success stories

- Best practices
- Uses cases

www.linkedin.com/groups/12092729

- Join us on LinkedIn
- Access to the assets
- Ask your questions, we will respond
- Collaborate with your peers

Your mission



ORACLE

Confidential – Oracle Internal

What did I get out of it ?





Thank you

Lucas Podesta
[in/lucas-podesta/](https://www.linkedin.com/in/lucas-podesta/)

Integrated Cloud

Applications & Platform Services

ORACLE®