



To Whom It May Concern:

I am looking for a part-time or full-time position on your marketing team. I seek an Oracle Evangelist type of position where I can:

- 1) Significantly increase product recognition
- 2) Increase sales
- 3) Increase company visibility in new arenas - I have channels available to me thru the ACE Director program
- 4) Tool/database ideas that will help world-wide sales!!!
- 5) I am an Oracle Headliner...I have a following/I am a recognized expert by Oracle Corp/I regularly speak at user groups around the world.

Here are the details:

I am a marketing guru...I know how to increase both company and product exposure. I can do this around the world. I've done this for Platinum Technology and Quest Software with great success. I will mix this in with today's items such as an 'Ask Dan' online forum...where people can ask performance and technical questions. I'm also known as a SQL tuning guru.

I have a following. I have an email list. I have companies to call upon!

The ACE Director program...I am on the lecture circuit for Oracle University. I can also get on the OTN tour (Oracle Technical Network...). These lecture circuits are people/markets that your sales folks won't currently have access to.

I have a tabletop booth kit...we can use this when I do the smaller user group events. I have extensive booth time...I know how to qualify a lead right at the booth...I've managed these events for both Quest Software and PlatinumTechnology...larger trade show events.

I know and have spoken at most all the various user groups around the world...this is huge...I have a following around the world...I know most of the user groups and the people who run them.

I have supported sales around the world (mostly Europe for Platinum but world wide for Quest Software)...with sales calls, sales training, sales mentoring, SE training, and sales calls. Did I say that twice??? I am GREAT on sales calls. Your clients will likely know who I am. I have sold millions (\$\$\$) of both Platinum Technology and Quest Software products...see my resume.

I can self-publish a book on something related to your product...or a related process that would be of interest to your clients. This would make a great sales call gift anyway.

I have ideas for tools/scripts...I already have a free tool that I give away...I have enhancements that will find the problem SQL immediately. I have scripts that GREATLY help with the consolidation of unused objects...mostly indexes.

I have a plethora of current power point and power point presentation ideas. I have speaking slots/lectures around the world. I have a following we can tap into. I have other easy marketing and product awareness ideas...

I WANT TO HELP...I'd like you to consider me for a position on your marketing team.

I would entertain a:

- Halftime contract position
- Full time contract position
- Full time employment position

Seriously...let me know how I can help.

Dan Hotka

Oracle ACE Director

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"I do the very best I know how - the very best I can;  
and I mean to keep doing so until the end." - Abraham Lincoln

Lunch 'n Learn - Short Oracle technical webinars at 12:15pm on Mondays!

- connection links on my website
- replays on my website and YouTube