

CONTACT

linkedin.com/in/zachnewell

IMPACT

\$55M+

closed-won contract value

\$160M+

TCV modeled in FY26

35+

enterprise accounts

\$332M

largest business case (FY27)

CORE COMPETENCIES

Value Engineering

- Business case development
- ROI / TCO / NPV modeling
- Value realization
- Cost-benefit analysis

Deal Strategy

- Executive value narratives
- Cross-functional deal leadership
- Multi-portfolio pursuits
- Sales team enablement

Technology

- Oracle Cloud Infrastructure
- AI technologies & multicloud
- OBIEE / Oracle Analytics
- Advanced Excel

EDUCATION

MBA, Data Science 2017

Rockhurst University
4.0 GPA • Beta Gamma Sigma

B.S., Accounting 2011

Rockhurst University

DEVELOPMENT

Oracle Future Leaders Program FY24

Selected nominee
executive-sponsored program

Oracle Analytics Cloud Certified Associate 2018

Oracle Cloud Platform
Enterprise Analytics

Zachary Newell, MBA

Business Value Architect

Cloud & SaaS Business Case Strategy • Value Engineering

PROFESSIONAL SUMMARY

Business value leader with 13+ years across finance, analytics and enterprise technology, including 5+ years in Oracle's North America Business Value Services team. Builds the financial case behind multi-million-dollar cloud deals: quantifying ROI and TCO, framing the value story for C-level buyers, and partnering with sales to close. Selected for Oracle's Future Leaders Program and known as the go-to "numbers guy" on complex OCI and SaaS pursuits.

PROFESSIONAL EXPERIENCE

Lead Business Value Architect (IC4)

2021 – Present

Promoted from Business Value Consultant (IC3)

Oracle Corporation • North America Business Value Services (OCI & SaaS)

- Value lead on enterprise cloud pursuits, partnering with account executives and solution engineers to build business cases, ROI/TCO models and value propositions for C-level buyers; supported **\$55M+ in closed-won contract value**.
- Carried a FY26 portfolio of **25+ business cases worth \$160M+** in total contract value, including a **\$71M TCV** opportunity with a Fortune 10 healthcare company and a **\$31.6M TCV** case for a global pharmaceutical leader.
- Brought in mid-pursuit as lead Business Value Architect on a strategic deal spanning OCI, SaaS and Utilities; built the enterprise business case and net-new value propositions, earning a **Game Changer Award** nomination.
- Delivered winning value cases for Fortune 500 brands in retail, healthcare, cruise, hospitality, automotive and media, including multi-phase engagements of \$5M–\$6M+ per contract with repeat expansion wins.
- Received multiple **Spot Awards**, including quarterly recognition from Retail Cloud Technology sales leadership for outstanding deal support, plus a discretionary RSU grant.

Oracle Developer

2020 – 2021

Yellow Corporation

- Led the move from legacy HCM systems to Oracle Fusion Cloud HCM as part of a company-wide transformation, delivering **\$1.2M in annual savings** vs. third-party solutions.
- Earned a customer satisfaction award for restoring 99% of deleted business-critical objects in Oracle UPK.

Earlier Career: Analytics & Value-Selling Operations

2012 – 2020

- **Insight Cloud & BVS Program Manager**, Oracle (2016–2020): built **100+ global value-selling dashboards** in OBIEE and Oracle Data Visualization, and ran the content platform the global BVS team used to reuse sales IP.
- **Senior BI Analyst / Business Systems Analyst**, Oracle (2013–2016): led a 100+ person department from Discoverer to OBIEE, migrating **200+ reports** on schedule; built 100+ KPI dashboards for Marketing Cloud support.
- **Accounting / Pricing Specialist**, State Street Bank & Trust (2012–2013): automated reconciliations to cover 24+ funds per day against a 10–16 fund team average.