



Our Company

Changing the world through digital experiences is what Adobe's all about. We give everyone—from emerging artists to global brands—everything they need to design and deliver exceptional digital experiences! We're passionate about empowering people to create beautiful and powerful images, videos, and apps, and transform how companies interact with customers across every screen.

We're on a mission to hire the very best and are committed to creating exceptional employee experiences where everyone is respected and has access to equal opportunity. We realize that new ideas can come from everywhere in the organization, and we know the next big idea could be yours. At Adobe, you will be immersed in an exceptional work environment that is recognized throughout the world on Best Companies lists (<http://www.adobe.com/careers/awards.html>). You will also be surrounded by colleagues who are committed to helping each other grow through our unique approach where ongoing feedback flows freely.

If you're looking to make an impact, Adobe's the place for you. Discover what our employees are saying about their career experiences on the Adobe Life blog (<http://blogs.adobe.com/adobelife/>) and explore the meaningful benefits (<http://benefits.adobe.com/>) we offer.

Adobe is an equal opportunity employer. We welcome and encourage diversity in the workplace regardless of race, gender, religion, age, sexual orientation, gender identity, disability or veteran status.

Opportunity #1 [Business Development Representative](#)

Adobe is looking for a high-energy, driven and self-motivated individual to join our Sales Development team as a Business Development Representative (BDR). Becoming a BDR is the first step to an exciting career in software sales. Adobe is welcoming driven individuals who are recent college graduates or looking to make a career change! As an Entry-level Sales Representative, you will have the opportunity to learn about the industry and set the foundation for career advancement. Take your first step by applying online today!

What you need to succeed

- Self-starter with a track record of successful lead follow-up and sales development at multiple executive levels within an organization
- Pre-call planning, opportunity qualification and objection handling
- Call structure and control, time and territory management
- Ability to handle ecosystem relationship management to achieve joint goals
- Consistent record achieving measurable goals in a sales environment where accurate entry and management of lead data in a CRM system was required
- Ability to work in a high-energy sales team environment with the highest level of integrity



- Positive and upbeat phone skills, excellent listening skills, strong writing and presentation skills
- Proficient with efficiency tools (email, voicemail, MS Office)
- Sales training and [salesforce.com](https://www.salesforce.com) experience a plus
- 4-year college degree or equivalent experience required

Opportunity #2 [Manager of Business Development](#)

Help Adobe grow its Digital Experience business by developing our future sales leaders. This role is focused on managing a Sales Development team focused on building sales opportunity pipeline and contributing to bookings targets. This role supports Adobe's Digital Experience sales force. Be a coach in helping reps develop their sales skills, create pipeline and prepare for a future field sales role. Work closely with the Marketing Demand Generation team, Sales Operations teams and Commercial Field Sales teams to achieve/exceed opportunity pipeline and revenue quota objectives. Responsible for hiring, leadership and promotion of Inside Sales position. Lead day-to-day operations to ensure lead/opportunity distribution and sales processes, policies and procedures are maintained and continue to build efficiencies in driving business to the next level. Lead outbound and inbound call teams to SLA agreements with respect to callback turnaround times, contact rates, conversation rates and meetings accepted, etc.

What you need to succeed

- Passion, Grit and a desire to WIN!
- 2-5 years of quota carrying sales experience (management experience a plus)
- Experience with lead generation, territory management, and cold prospecting
- Strong leader who is self-motivated and able to develop employees
- Ability to identify key trends in winning employees and replicate success across the group
- Strong understanding of Business-to-Business customer buying cycles and how to penetrate organizations
- Strong ecosystem management with remote Sales, Sales Operations, and Demand Generation
- Drive consistent lead/meeting qualification increasing overall sales pipeline
- Strong team orientation and ability to build cross-functional relationships
- Focus on career development of individual team members, helping position them for career advancement
- Ability to innovate within a growing business unit
- Understanding of CRM systems (SFDC experience a plus).

Opportunity #3 [Sales Operations Manager](#)



Adobe is looking for a Sales Operations Manager (SOM) to join our Americas Sales Operations team, supporting our Growth organization mid level individual contributor as a mid level individual contributor. SOMs work directly with field leadership teams, providing timely analytics and business insights to drive successful performance against established business metrics. We are trusted business advisors that serve as critical members of our field organizations, driving operational rigor, go-to-market planning and execution. The ideal candidate will have a background in data & analytics, building complex Excel models and leveraging BI reporting while being able to effectively communicate with executive leaders to inspire change and performance to company targets.

What you need to succeed

- Bachelor's degree in business, finance or related field; MBA preferred, but not required
- At least three years of experience working in an enterprise SAAS company
- 5+ years related work experience in Sales, Sales Operations, Sales Strategy, Go-to-Market or interlinked functions, ideally in the software industry
- Strong strategy, planning, organizational and multitasking skills
- Solid mathematical aptitude and ability to turn data into insights & actions
- A problem solver with the ability to identify solutions to complex business issues
- Must be self-managed, responsive and able to work in a virtual team environment
- Advanced Microsoft Office skills required, especially Excel & PowerPoint
- Intellectual curiosity, hands-on mentality, and phenomenal attention to detail

Opportunity #4 [Enterprise Sales Account Manager – DMe](#)

Adobe's Digital Media Enterprise team is looking for a hardworking, proactive Account Manager to ensure that the needs of our Enterprise clients are being supported. The Account Manager is responsible for the sourcing and closing of new customers, and for the end-to-end management of Adobe's existing client relationships. Measures of success include revenue delivered vs. targets, up-sell and optimization effectiveness, client satisfaction and retention levels, and contribution to overall sales team and business unit. We are looking for a hunter in the West region who can demonstrate a history of quota over-achievement and deep customer relationships.

This role is to ideally be staffed in the West Region. There will be a defined set of enterprise accounts with greater than \$1B in annual revenue.

What you need to succeed

- Minimum 10+ years proven track record of field account management/account executive experience.
- Proven Track record selling Complex Enterprise Solutions.
- Ability to forge and maintain good business relationships.
- Demonstrated analytical and computer skills.



- Excellent communication and presentations skills with top-notch customer service approach.
- Proven experience in using quantitative and qualitative analysis to assess customer relationships and make recommendations for each account.
- Ability to remain calm in a fast-paced work environment and to demonstrate thoughtful leadership in assessing problems/ opportunities and recommending an approach to solving problems and pursuing opportunities
- Ability to work successfully in a team environment with your Adobe ecosystem including Renewals Specialists, Product Specialists, CSM's, Solution Consultants and Field Marketing.
- Creative problem-solving approach.
- Experience in selling technology

Opportunity #5 [Solution-Led Account Executive – Data & Insights](#)

We are seeking an experienced Enterprise Account Executive who will be responsible for exceeding sales targets through the sale of Adobe's Data & Insights solutions. As an Account Executive, you will drive net new revenue within an assigned account base. The ideal candidate is someone with a "hunter" mentality who thrives on being on the front lines, prospecting, consultative selling, closing deals, and winning! The perfect candidate will achieve success through solution selling capabilities and direct, face-to-face contact with the customer. If you are passionate about what you do, have an entrepreneurial flair and are excited by leading-edge online marketing technologies, we want to hear from you.

What you need to succeed

- A minimum of 5 years' prior enterprise-level outside software sales experience, preferably within web technology and/or digital marketing solutions.
- Deep understanding of Adobe Analytics, Adobe Target, Adobe Experience Platform, or similar solutions.
- Deep understanding of the competitive landscape for Adobe's solutions.
- Proven track record of success and a history of exceeding quota.
- Creative self-starter: ability to work independently.
- Must have strong skills in the following: communication, presentation skills, negotiation, organization, and attention to detail.
- Bachelor's degree or equivalent practical experience.