



## **Job Posting Title: 2024 Intern – Sales**

**Location:** Munich, Germany

### **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!

### **The opportunity**

We have an exciting opportunity for top students to start their career and join an established and diverse Sales team in one of the World's best workplaces and most innovative companies around the globe.

We are looking for our next generation of leaders and innovators at top universities around Germany.

We hire outstanding people who are passionate about technology, place high expectations on themselves, understand the importance of flawless execution, and are seeking an environment where their talents can make an impact and can be the first step of a Career Path within Adobe.

You will be working with some exceptional people to help Adobe build a strong vibrant brand, support our teams in data quality, management of sales processes, planning and development.

Interns will be assigned to one of the following teams based on interests, skills and educational background:

- Digital Media
- Digital Experience Sales
- Retention Sales
- Partner Sales

This position is part of the 6-month internship program starting **1<sup>st</sup> of March 2024!**

### **What you'll do**

As an Intern you will take part in engagements for enterprise customers and work on internal initiatives for customers, including planning and reporting. In each customer engagement, interns will be part of an exceptional team that focuses on developing the best offerings for the customer's needs. This role

offers rich opportunities to develop professional and technical skills to become a business and technology leader and learn software sales for customers. Interns will also learn about different parts of the business, develop professional networks, and collaborate with individuals across Adobe, including teams from Sales, Marketing, Product- and Professional Services.

### **What you'll need to succeed**

- Currently pursuing bachelor's or master's degree in Business Administration/Management, Marketing, Information Technology, Computer Science or related field with at least one semester remaining to complete after internship (graduation 2025)
- Strong desire and business acumen for selling
- Exceptional negotiation, customer service, and interpersonal skills
- Excellent verbal and written communication, analytical and presentation skills in German and English.

### **Benefits**

At Adobe, you will be immersed in an exceptional work environment that is recognized throughout the world on [Best Companies lists](#). You will also be surrounded by colleagues who are committed to helping each other grow through our unique [Check-In](#) approach where ongoing feedback flows freely.

If you're looking to make an impact, Adobe is the place for you. Discover what our employees are saying about their career experiences on the [Adobe Life blog](#) and explore the meaningful [benefits](#) we offer.

As our many awards will tell you, at Adobe you'll be immersed in an exceptional work environment that is recognized around the world. You'll be surrounded by colleagues who are committed to helping each other grow through our unique Check-In 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, <https://blog.adobe.com/en/topics/adobe-life> and explore the fantastic benefits we offer at [Rewards.adobe.com](#).

Adobe is an equal opportunity employer. We hire talented individuals, regardless of gender, race or colour, ethnicity or national origin, age, disability, religion, sexual orientation, gender identity or expression, or veteran status. We know that when our employees feel appreciated and included, they can be more creative, innovative and successful. This is what it means to be Adobe For All.

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.