



Position: Pre-sales - 1 year contract
Business Unit: Adobe Business Catalyst
Location: Bucharest

Send your resume to: hr-romania@adobe.com

Adobe – An Award-Winning Employer

Adobe believes in hiring the very best and that's why we are an award-winning top 100 employer. Recognizing that employees are at the core of our success, Adobe recruits and retains highly qualified and motivated individuals, creates an environment where they can innovate and achieve their best, and rewards them for their performance by giving them an opportunity to share in the company's success. Adobe is consistently ranked as one of [FORTUNE magazine's "100 Best Companies to Work For."](#)

About Adobe's Business Catalyst Unit

[Business Catalyst](#) is an online business platform, empowering web and creative pros to build online businesses for their customers. Business Catalyst combines web hosting, analytics, content management, CRM, web marketing and other features in natural ways for the business owner to use. Using the Business Catalyst unified platform and without back-end coding, our customers can build everything from amazing websites to powerful online stores, beautiful brochure-ware sites to lead generation mini-sites. The Business Catalyst website, the main marketing and lead generation tool that we have, is one perfect example of business built on top.

Position Summary

As a Presales Specialist you will be part of a team that is responsible with the growth and of the partner network, answering inquiries about our platform and converting leads into partners. In this role you will report into the Sales and Partner Network Manager.

Main Responsibilities:

- Understands and learns the main features and areas that relate to the BC environment
- Sell the Business Catalyst platform and partnership program directly to customers, over e-mail and live chat.
- Design solution proposals specific to customer needs, explaining them how Business Catalyst can help them
- Customer presentations and clarifications.
- Developing templates to assist in sales efforts.
- Ability to work with technical and non-technical business owners to get things done.

- Possesses an understanding of sales methodologies and can apply them in a sales situation.

Requirements:

- Experience with web projects and selling software
- Confident negotiator and ability to 'close the deal'
- Knowledge of web development and web programming concepts
- Experience with online marketing.
- Strong Sales and Communication Skills
- Strong English skills and very articulated
- Understands how to communicate difficult/sensitive information tactfully
- Team player with great written and oral communication skills. Results oriented - able to multi-task and meet deadlines and work with others in a demanding, fast-paced environment a commitment to quality and a thorough approach to the work."
- Strong client management skills and ability to keep promises

About Adobe's Digital Media Business Unit

Adobe solutions meet the needs of a diverse customer base that spans from consumer to enterprise. Adobe's Digital Media Business Unit's charter is to be the leading provider of tools and services that allow individuals, small businesses and enterprises to create, publish, promote and monetize their content—anywhere.

Key priorities for the BU include expanding our leadership in content authoring through innovation on computing devices and in touch tools; establishing ourselves as the clear leader in design and interactivity by increasing our presence in HTML5 and driving focused innovation with Flash; providing end to end solutions for content publishers that help them publish content through the web and app stores; and enabling them to monetize this content through integrated ad management solutions.

Adobe Overview

Adobe (NASDAQ: ADBE) changes the world through digital experiences. For more than two decades, Adobe has been at the heart of making engaging experiences happen, and we fuel the content creation and delivery ecosystem in a way no other technology company can.

Whether it's a smartphone or tablet app, a game, a video, a digital magazine, a website, or an online experience, chances are that it was touched by Adobe technology. Our digital media and digital marketing tools and services enable customers to create groundbreaking digital content, deploy it across media and devices, and then continually measure and optimize it based on user data. By providing complete solutions that combine digital media creation with data-driven marketing, we help businesses improve their communications, strengthen their brands, and ultimately achieve greater business success.

Adobe has been a pioneer and innovator throughout its history and is recognized as one of the Top 100 Best Global Brands according to Interbrand.

Adobe at a Glance

Headquarters:	San Jose, CA
Founded:	1982
IPO Date:	1986
Employees:	9,700+
Offices:	75+ offices worldwide
Fiscal 2011 revenue:	\$4.22 billion
Fiscal 2010 revenue:	\$3.80 billion
Fiscal 2009 revenue:	\$2.95 billion
Business units:	Digital Media, Digital Marketing, and Print and Publishing

Other Info

Life@Adobe Blog

<https://blogs.adobe.com/adobelife/>

Adobe Corporate Social Responsibility

<http://www.adobe.com/corporateresponsibility/>

Adobe Culture and Benefits

<http://www.adobe.com/aboutadobe/careeropp/cultureandbenefits.html>

Adobe Investor Relations

<http://www.adobe.com/aboutadobe/invrelations>

Adobe Executive Bios

<http://www.adobe.com/aboutadobe/pressroom/executivebios>

Adobe Career Opportunities

<http://www.adobe.com/careers>