

DocuSign – ICE FAIR & SPEED INTERVIEWS



About Us

Here at DocuSign, we are very collaborative and passionate about what we do.

We collaborate closely with each other—our partners and customers. This approach builds trust and enables us to fear less and take risks so that we can better serve our customers more quickly.

We are doing something that's never been done before. We are curious. We're inventing solutions for complex global problems. Whether we write code or work with customers, we create every day, and are tenaciously results-focused.

We're changing the world in all kinds of ways. What we are doing together has a BIG impact on people, companies and organizations. And, that is meaningful to us.

What we look for

We are looking for team members who share our belief that with innovative technology, out-of-the-box thinking, and a passion for giving back, we can change the world

Are you an agile, creative and collaborative Sales Development Representative looking for your first break within Sales, or a chance to grow your Sales career in the tech industry? We can help.

You are the driver of building new business relationships, connecting with potential clients who have expressed interest in DocuSign and targeting those you identify as having an opportunity to work with.

- Talking - and listening: You have excellent communication and interpersonal skills: You love engaging with new people and companies and thrive on making successful connections using your initiative, introducing companies to a product you are passionate about.
- Business acumen
- Strategic mindset
- Curiosity
- Target driven
- Team player
- A multi-tasker, you enjoy a busy, challenging role where you can take ownership of your success and contribute to a driven team.

What we offer

Interns – We offer a 12-week rotational program in our commercial sales department where they will receive full training that all our full-time staff receive, they will get exposure across sales development, market development, account executive and customer success teams.

Graduates

- We offer continuous internal sales training
- 1-week training in our Seattle, USA office where they will undergo full product training and sales boot camp,

- Career development- A very clear and structured career plan where they can advance to the next level after 9 months.
- Manager 1:1 mentoring and support.
- We provide all the tools needed to be successful.

Student Target

Bsc: Bsc International Business Administration

Msc: Msc Accounting & Financial Management

Msc Business Information Management

Msc Finance & Investments

Msc Global Business & Sustainability

Msc Human Resource Management

Msc Management of Innovation

Msc Marketing Management

Msc Master in Management

Msc Organisational Change & Consulting

Msc Strategic Entrepreneurship

Msc Strategic Management

Msc Supply Chain Management

Specialism

Software as a service (SAAS)- Computer software

Company Website

<https://www.docusign.com>

Career Website

<https://www.docusign.com/company/careers>

Company Size

+2000 Employees globally

Headquarter

San Francisco, USA