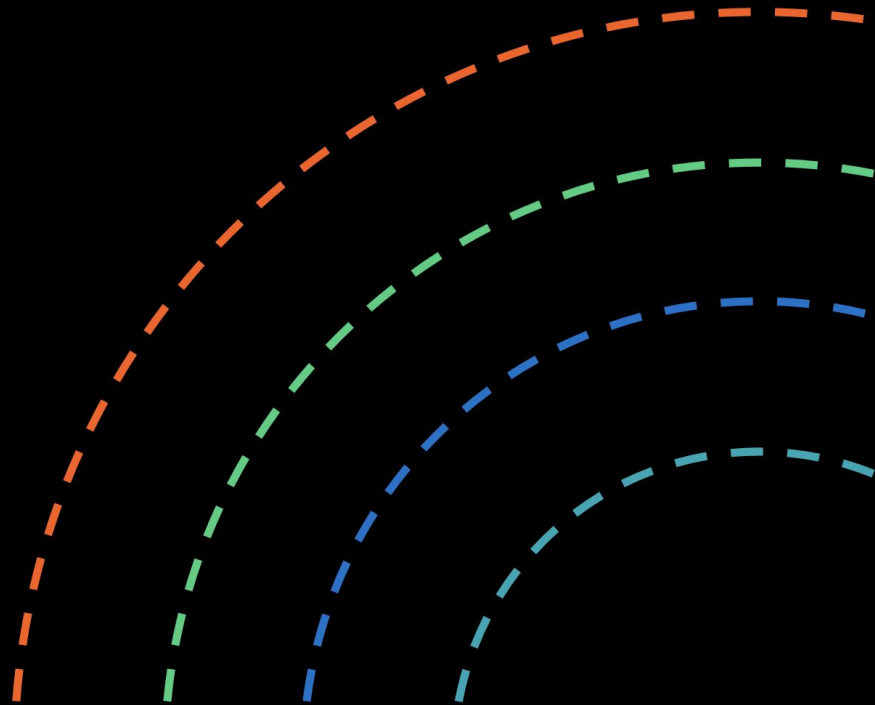


**CAMUNDA**

# Candidate Preparation Guide





Camunda in 1m and 22s



Pre-Interview: Sales at Camunda & checklist

## You did it!

We're excited to proceed and hope you find this guide helpful to prepare for your next interviews with Camunda.



Skills we assess

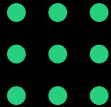


Your hiring Process



Post interview

# Camunda in 1 minute and 22 seconds



## Account Executives

The Account Executives are responsible for Driving ARR growth from new business and expansion of existing customers through complex sales cycles including technical discovery and evaluations, presentations, financial and legal negotiations.

## Partners

From a partner perspective there are two key routes to market for Camunda to expand our footprint, position in the market and addressable market: Channel Partners and Technical Alliances Partner

# Sales at Camunda:

## The Core Idea; Drive Strategic Adoption



	Single Solution	Scaled Adoption	Strategic Adoption
<b>Key Criteria</b>	<ul style="list-style-type: none"><li>■ One Use Case</li></ul>	<ul style="list-style-type: none"><li>■ Multiple Use Cases</li></ul>	Strategic Adoption of Camunda across the organization, e.g. by declaring it a standard or building a centralized CoE for implementation across multiple use cases.
<b>Further Indicators (not always the use case)</b>	<ul style="list-style-type: none"><li>■ First Line Management</li><li>■ Team Level</li><li>■ Solving a tactical problem</li></ul>	<ul style="list-style-type: none"><li>■ Middle management</li><li>■ Departmental Level</li><li>■ Solving multiple tactical problems</li></ul>	<ul style="list-style-type: none"><li>■ C-suite</li><li>■ Company Wide</li><li>■ Transformational Initiative</li></ul>

# Pre-Interview Checklist



## Quick Research

Take a bit of time and have a look at our [web page](#). Learn more about Camunda and the take an extra look at the job description. Depending on the job, other sources like e.g. case studies can be a great to look at as well.

Additionally, get to know the person you'll meet. Check their profile on LinkedIn before the interview.



## Preparation

In case you need more input prior to your interviews, please don't hesitate to reach to your talent acquisition partner.



## Check Out Our Values

The FAITH Values are an important part of our organization. You can check them out on our [career page](#).



## Check Your Devices

Camunda is 100% remote so all of our interviews are organized via Zoom. Check beforehand that your laptop is working, has enough power and a stable internet connection.



## Interview us!

Don't forget to prepare questions for us, we love to share more details around Camunda.



# Skills we assess



## Value Alignment

Focus

Ambition

Integrity

Humor

Talent

Learn more about [our values](#)



## Core Skills

Customer Focus

Driving for Results

Iteration

Resilience

Manager of One



## Role specific skills

Communication & Presentation

Competition

Discovery & Follow Up

Forecasting

Negotiation

Sales Planning

Sales Savvy

# Interview Process: Focus Areas





# Post-Interview Checklist



## Next steps

Usually we inform you during the interview about next steps, but feel free to follow up with us if you have any questions about the hiring process, the role or anything else that might be unclear.



## Share your feedback

Your feedback is valuable for us, please feel free to share your experience during the interview process.



# Do you have any open Questions?

Contact our **Talent Acquisition Team**:

[talent-acquisition@camunda.com](mailto:talent-acquisition@camunda.com)

