

Launch your Tech Sales Career

Why Join the Confluent Growth Sales Organization?

Proven Career Growth & Development

Access to our training and development programs, career fairs, and more. From the day you join the team, you'll set foot on an enablement path to set you up for success in your current role and the next step in your career journey.

Learn Cutting Edge Technology

Live and breathe data streaming! Confluent created an entire new category in the industry. Being apart of the Growth organization here, will allow you to build confidence and learn the acumen you need to sell in this space.

Make a Difference as apart of a Winning Team

At Confluent, you'll have endless challenges and opportunities. The Growth Sales Organization drives Confluent's future success through new logo acquisition and customer adoption. Our #oneteam culture allows you to step outside of your individual contributions, learn from others across the globe, and make a broader impact.

Hiring Process

The interviews are competency-based meaning you will have a set of behavioral questions asked throughout the interview to assess Communication, Sales DNA and Technical Acumen.

Step 1: Hiring Manager Interview

Step 2: Collaboration + Additional Management Interview

Step 3: Director Interview + Role Play

The Summit Program

The Summit Program is a phased approach to training and enablement that guides you from each stage in your development. Building the foundations for success as an SDR or Cloud AE and preparing you for the next steps in your tech career, the objective of Summit is to accelerate your success and your career growth.

- 1. Vision:** Provide our team with an onboarding, enablement and development program aligned to the full lifecycle of an SDR or Cloud AE.
- 2. Goal:** Develop world-class Sales professionals who are expert prospectors and fully steemed in the Confluent Go-to-Market strategy.

Breakdown of Summit Program phases:

- 1. Base Camp:** Month 0-3 - Onboarding
- 2. Elevate:** Month 3-12+ - Ongoing Role Excellence
- 3. Peak:** Month 12+ - Peak (12+ Months) Career Progression & Development

Hear from Growth Sales leadership on what they look for in a potential candidate



Ryan Beddall

Growth Sales Leader, Australia

I look for candidates who possess excellent communication skills, a strong work ethic, and a tenacious attitude. Candidates who demonstrate curiosity and coachability are highly valuable as they are more likely to learn and adapt on the fly. Importantly, a good rep should have strong attention to detail and the ability to handle rejection and navigate objections with resilience.



Dawn Tran

SDR Leader, Americas

When considering candidates for the SDR role, I'm looking for individuals who are motivated by a clear sense of purpose and committed to delivering exceptional customer experiences. As the first point of contact with potential clients, SDRs play a critical role in shaping our company's image, and having team members who aspire to serve as trusted advisors is essential.



Erica Zaretsky

Growth Sales Leader, Americas Enterprise

When looking for best-in-class candidates, I look for individuals who embody a few key superpowers: self-advocacy, comfortability in uncomfortable situations, and a peer champion. I believe these key characteristics and strengths embody an individual to break the mold and become a force multiplier. To be able to self-advocate and speak to your ideas as well as their ambition, coupled with promoting our peer culture, truly sets you up for success in becoming a trailblazer.

Apply Now!
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