databricks

Account Executive

General interview process overview

1) Recruiter Screen (30 minutes)
2) Hiring Manager Interview (1 hour)
3) Full Panel (combination of 2–3 interviews at 1 hour each)
4) Presentation (1 hour)
5) References
6) Offer

Hiring Manager and Panel Interviews

- **Hiring Manager:** Background/experience, motivation to join Databricks, Databricks offerings, examples of deals (wins and losses), building and scaling the business, and data and AI knowledge

- **Field Engineering (Solution Architect) Leadership:** Teamwork/collaboration and technical fundamentals

- **Sales Leadership:** Examples of deals, account planning, building a business, working with customers, and market/competitive landscape

- **(Potential) Executive Sales Leadership:** Follow-up discussion from the previous interviews

Presentation

During this presentation, you will provide your strategic approach for the first year in your target role at Databricks, demonstrating your understanding of the position and how you would establish programs and business operations in your region.

Additional Resources

- [Data Lakehouse](#), [MLflow](#), [Photon](#), [Apache Spark™](#), [GenAI/MosaicML](#)
- [The Data Lakehouse Platform for Dummies](#)