

Marketo Values

Marketo is the fastest growing Revenue Performance Management company in the cloud. Last year we tripled our growth, in 2011 we're going to double in size. With our growth, we're adding top talent to our sales organization. To prepare for meeting with us, please review the corporate sales values we subscribe to at Marketo. They will help you understand what we're looking for and help you hone your message.

Attention to detail

Our sales team believes in precision and we seek individuals who pay attention to details. Individuals who know their metrics and act as the "CEO" of their business are highly valued here.

Self-awareness

We're all human and have strengths and weaknesses. Knowing where we excel & where we need to improve is the fastest path to self-improvement. We value those who are consistently sharpening the saw and looking to grow.

Bias for action

Execution is the name of the game at Marketo. We became the leader in RPM through hustle, execution, and creating value for our customers. To quote the Jedi-master Yoda: "Try not. Do. Or do not. There is no try."

Customer Success

A smiling customer is the end game. We solve business problems and create value for our users, so making sure we do that one customer at a time is imperative.