



salesforce.com careers

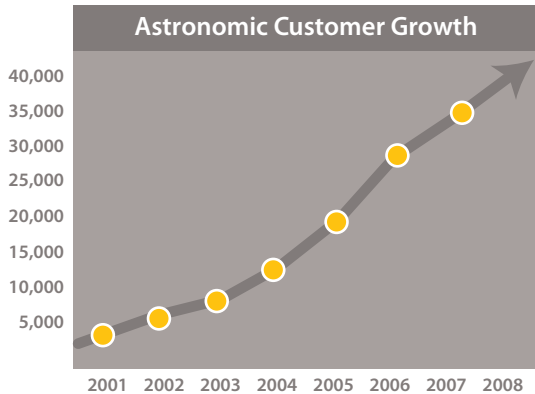
**Drive the  
on-demand revolution.**

salesforce.com.   
Success. Not Software.®



## The Company

Change the way the world does business at salesforce.com, the global leader in software as a service (SaaS). More companies trust their vital customer and sales data to salesforce.com than any other on-demand customer relationship management (CRM) provider in the world.



Salesforce.com publicly reported approximate customer and subscriber figures

Salesforce.com has evolved from a startup founded by four people in a cramped San Francisco apartment 9 years ago to an organization with more than 3,000 employees. For fiscal year 2008, we reported revenue of approximately \$748.7 million, an increase of 51 percent from fiscal 2007.

Why? Perhaps it's because we deliver integrated, customizable business applications for companies ranging from small nonprofits to enterprises. Or maybe it's because Salesforce CRM is so easy to learn and use. Thanks to the power of our platform as a service, Force.com, you can be up and running in weeks or even days—not the months or years required by traditional client/server CRM software. Or it could be the unprecedented speed with which our customers see real, tangible ROI. Or maybe it's because of our 100-percent dedication to the success of our customers.

In fact, more than 47,000 companies and 1,100,000 subscribers worldwide depend on salesforce.com to manage their sales, marketing, customer service, and other critical business functions. We are proud to be contributing to the success of companies of all sizes, in all industries, around the globe. Select global customers include:

- Cisco
- Dell
- Electronic Arts
- Japan Post Network





## Careers

Working at salesforce.com presents a career-changing opportunity. We are the revolution in the software-as-a-service (SaaS) space. You probably think of us as a sales force automation (SFA) or customer relationship management (CRM) company. But did you know that thousands of users at Fortune 500 global companies use our on-demand platform, Force.com, to build and run a broad range of business-critical applications that go far beyond conventional CRM? Salesforce.com is the leading innovator in this area because we help customers build, use, and scale our platform as a service. With salesforce.com, you have a chance to be part of the SaaS revolution. Imagine blowing away the competition. They bring large, slow, lumbering traditional software to the market while we ask, “What do you need? What will you build? What will you run?” We show customers how to build what they need, find a solution from our ecosystem of developers and partners on the AppExchange marketplace, and understand how to make everything work and be successful. Now, imagine doing all

that in a fraction of the time and at a fraction of the cost of old-fashioned software development. Whether you’re a developer, a services consultant implementing a solution, or a salesperson helping a customer visualize success—with salesforce.com, you’re the ground-breaker who brings this vision to life in real time. *You*.

Salesforce.com has created a true anomaly in the software industry: happy, successful customers, partners, and developers. Pair the career opportunity we offer with our integrated philanthropy model and you have an unbeatable combination. Salesforce.com is changing the notion of what it takes to be a socially responsible company. With our “1%” model, we’ve blended career and community service in a way few other

companies can match. As employees, we’ve accepted the challenge to make a difference in the world at the local level, the national level, and the international level. Working at salesforce.com has helped us develop a very different notion of a “job.” Salesforce.com is an invigorating and stimulating place to work. The best-of-the-best work side by side every day—addressing challenges and providing the opportunity for each of us to do the best work of our careers.

The company’s headquarters are located in downtown San Francisco, with offices throughout North America, Latin America, Europe, Japan, and the larger Asia-Pacific region.



San Francisco, CA

### Key Numbers

Company Type .....Public (NYSE: CRM)

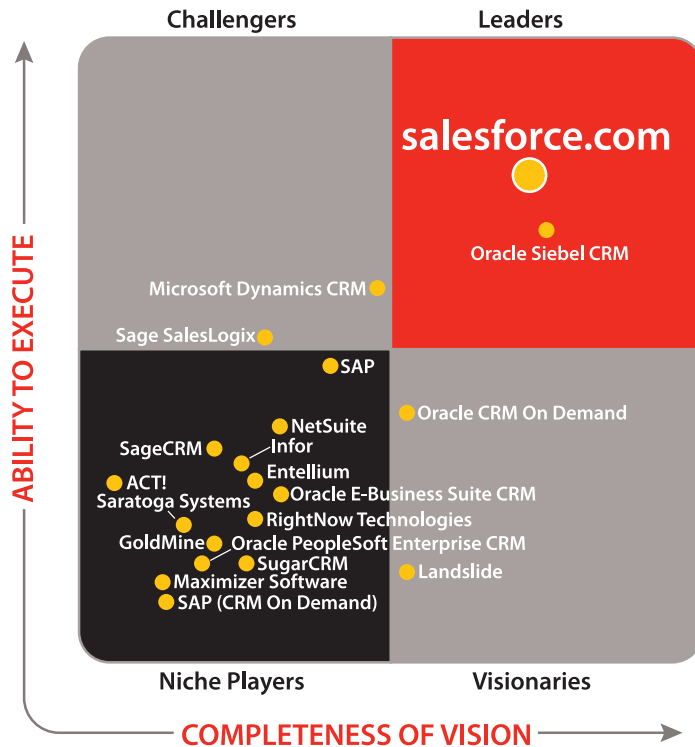
Fiscal Year-End .....January

2008 Sales (mil.) .....\$748

1-Year Sales Growth.....51%

Employees .....3,000+

KEY CUSTOMERS: Cisco, Dell, Electronic Arts, Egencia  
(an Expedia Inc. company), Toyota Motor Europe



Source: Gartner (June 2007)



## Why Software as a Service?

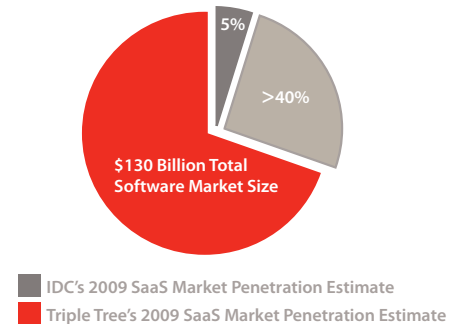
Organizations large and small are flocking to the on-demand model known as “software as a service” (or “SaaS”) for delivering business applications over the Internet. The SaaS approach is the antidote for many of the IT headaches associated with traditional, on-premise software. Because there’s no software or hardware to buy, install, maintain, or upgrade, on-demand business applications are popular with IT organizations that are increasingly asked to do more with less.

The SaaS business model is one of the hottest trends in enterprise technology today. In fact, on-demand delivery of business applications is turning traditional software sales and licensing models on their heads. That’s because it’s hard to pass up Web-based applications that dramatically lower total cost of ownership, feature easy implementation, and eliminate maintenance and upgrade headaches.

The instant time to value and platform independence of SaaS is winning over even skeptical IT professionals who worried about getting the security, customization, and integration capabilities needed for successful implementation. Now, the SaaS model is making heroes out of IT by helping business users perform basic customization tasks that free IT to focus on innovation and creating true business value. That’s why the future of software begins with SaaS.

Over the past 2 years, adoption of SaaS solutions by small companies and large enterprises has increased significantly thanks to technology analysts and journalists beginning to catch SaaS fever. CRM applications revenue is now forecast to increase to \$14.2 billion by the end of 2011, representing a 7.8 percent compound annual growth rate (CAGR) for the 2007–2011 period.<sup>1</sup> IDC estimates that worldwide revenue associated with on-demand software reached \$3.7 billion in 2006 and expects it to grow to \$14.8 billion by 2011, a CAGR of 32 percent.<sup>2</sup>

2009 Software-as-a-Service Market Compared to Percent of Total U.S. Enterprise Software



<sup>1</sup> Source: IDC, “Worldwide CRM Applications 2007–2011 Forecast Update,” December 2007

<sup>2</sup> Source: IDC, “Innovation in the SaaS Ecosystem: salesforce.com’s AppExchange Delivers Expanded Opportunities,” January 2008







## Platform as a Service

Force.com is the world's first platform as a service (PaaS), enabling developers to create and deliver any kind of business application entirely on demand and without software. It's a breakthrough new concept that is making companies radically more successful by letting them translate their ideas into deployed applications in record time. Force.com reinvents the traditional development, deployment,

and distribution of any business application with PaaS. Developers, customers, and partners can use the Force.com platform to easily create a new generation of on-demand applications and deploy them worldwide as a service.

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“With Force.com, customers, developers, and ISVs can choose innovation, not infrastructure.”

— Marc Benioff, chairman and CEO, [salesforce.com](https://www.salesforce.com)

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With Force.com, users can easily share, test drive, and install applications with a few simple clicks via the Force.com AppExchange marketplace. The platform offers the global infrastructure and services for database, logic, workflow, integration, user interface, and application exchange: the most comprehensive set of capabilities for building any application on demand.

What does the platform mean to employees who work at [salesforce.com](https://www.salesforce.com)? Not only are we the premier provider of software-as-a-service CRM solutions, but now we're revolutionizing how organizations build and run on-demand business applications regardless of company size, function, or location. Revolutions of this scale require talented individuals who can execute on this vision. The future of business information is here now, and you have the opportunity to be the catalyst helping to shape that future—plus the opportunity to do the best work of your career.



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“It is so different selling for a company where customers love our products and where making my customers successful makes me successful.”

— Account Executive, San Francisco

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## What Attracts Top Talent Around the World to Salesforce.com?

Salesforce.com is an employer like no other. As the market leader in software as a service, the company has a constantly evolving family of products that continues to expand to meet changing business needs. With its singular customer focus, salesforce.com has a loyal and passionate customer base that is the core of the company's success in a competitive market.

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“With our agile approach to product development, we've put our amazing people in charge. They work as a team to do the right thing for the customers, their fellow employees, and our shareholders.”

— SVP, Development, San Francisco

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Top talent across the world joins salesforce.com for its “change the world” mentality; the opportunity to excel in a fast-paced, competitive atmosphere; and the chance to be surrounded by peers and leaders that inspire, motivate, and innovate. We've experienced explosive growth in our 9-year history, expanding business into new markets worldwide and rapidly growing the number of global employees. Salesforce.com employees describe the atmosphere as “exciting, revolutionary, intense, and performance-driven.” In turn, our employees are entrepreneurial, competitive, independent, and results-oriented.



## Locations

Salesforce.com headquarters employees enjoy working in the heart of downtown San Francisco in the beautiful, historic Landmark Building on Market Street, just steps away from major regional and city transportation hubs. As a global, growing company, we have offices around the world. We are seeking professionals for a wide variety of career opportunities throughout North America as well as in Canada, Europe, Mexico, Japan, and the larger Asia-Pacific region.

*Primary recruiting locations include, but are not limited to:*

- |                               |                       |
|-------------------------------|-----------------------|
| ■ San Francisco, CA (Corp HQ) | ■ Paris, France       |
| ■ San Mateo, CA               | ■ Morges, Switzerland |
| ■ Santa Monica, CA            | ■ Dublin, Ireland     |
| ■ New York, NY                | ■ Singapore           |
| ■ Toronto, Canada             | ■ Sydney, NSW         |
| ■ Staines, Middlesex, England | ■ Tokyo, Japan        |
| ■ London, England             |                       |

For current opportunities worldwide and to apply online, visit  
**[www.salesforce.com/careers](http://www.salesforce.com/careers)**



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At salesforce.com, equal talent always means equal opportunity.