Our Company   
  
Changing the world through digital experiences is what Adobe’s all about. We give everyone—from emerging artists to global brands—everything they need to design and deliver exceptional digital experiences. We’re passionate about empowering people to create beautiful and powerful images, videos, and apps, and transform how companies interact with customers across every screen.   
  
We’re on a mission to hire the very best and are committed to creating exceptional employee experiences where everyone is respected and has access to equal opportunity. We realize that new ideas can come from everywhere in the organization, and we know the next big idea could be yours.   
  
The Challenge   
  
As a Project Manager, you will lead client-facing initiatives that drive both Adobe Experience and Adobe Marketing Cloud solution implementations.   
  
Working at multiple levels with the Adobe Customer Solutions and Field Sales team (as well as with a variety of key customers and Partners), this strategic role manages all aspects of project planning – from project scope/definition, project planning, timeline measurement and resource allocation.   
  
You will collaborate closely with the Adobe Delivery team in management of the hands-on technical implementation process and will have direct impact on the revenue generated with Adobe customers, maintaining a positive Customer Experience at all times.   
  
What you’ll do

* Work with customer(s) as well as Adobe Field and Services Sales teams to clearly define and document project scope, requirements and integration points as they relate to solution implementation.
* Oversee project Delivery process with key contributors to help manage scope and prepare change requests - including tasks, deliverables, milestones, resources, and estimated costs. Act as primary point of contact for the client(s) throughout the project life-cycle.
* Achieve customer satisfaction through successful delivery of defined project scope. Coordinate/communicate escalations across Adobe – which includes Field Sales, Services and Product teams.
* Manage administrative portions of project delivery from inception to closure.
* Collaborate with third-party subcontractors, Vendors and technology Partners as needed.
* Capture and communicate experiences in formal post-mortem - relaying best practices, customer experience and resource feedback to the larger Adobe Consulting Practice.
* Coordinate escalations across Adobe including sales, services, and product organizations.
* Accurately forecast revenue, profitability, margins, bill rates and utilization across projects.
* Identifies partnership opportunities and capitalizes on “add-on” sales opportunities across projects.
* Proactively research customer needs and exercise appropriate creativity in recommending new solutions, based on the Adobe’s Digital Marketing platform to fulfill those needs.
* Clearly understand and document customer requirements and integration points.
* Support project estimation process with key contributors to help define scope and prepare statements of work, including tasks, deliverables, milestones, resources, and estimated costs.
* Manage all day-to-day administrative activities of a given project from inception to closure such as reviewing time sheets, analyze plan versus actual figures, managing monthly/quarterly financial closing and invoicing.

What you need to succeed

* Proven successful project management experience, preferably delivering large enterprise-based applications and solutions with overall 6 - 10 years of experience.
* Bachelor’s degree or equivalent, preferably in Computer Science or similar discipline.
* Superb organizational skills to be able to coordinate complicated projects.
* Exceptional team building and team management skills, with proven experience managing virtual (including near- and off-shore) teams in an international environment.
* Proven technical ability to understand the impact of technical changes, and to articulate high-level technical solutions to address business problems.
* Solid Understanding of custom software development processes.
* Solid understanding of one of the following: Web Content management solutions and processes, Online Analytics solutions, Forms, Digital Marketing Campaign solutions.
* Experience with creating proposals and presenting offers in response to RFPs and/or RFIs.
* Willingness to travel up to 60%.

Highly Desired

* Certified ScrumMaster, PMP Certification.
* Experience as Consulting Manager in a large consulting organization or Agency.
* Experience managing Agile development projects.
* Prior experience with Adobe Digital Marketing Solutions.
* Prior experience with Financial Force.
* Proven experience managing off-shore teams.