



Business title: **Sales Engineering Intern CEE**
Work Location: **Warsaw**

Background:

PayPal is growing by the minute and we're looking for a Sales Engineering Intern to join our rapidly growing entrepreneurial team in Warsaw.

A career at PayPal is more than just a job. It's a chance to have a positive impact on the lives of 100+ million PayPal members around the world. PayPal, a fully owned and fastest growing subsidiary of eBay, is the world's favorite way to pay and be paid.

Simply put, at PayPal, you can expect to be challenged (in a good way). Our work environment is entrepreneurial, collaborative, innovative, results-driven, and focused on the customer. It's truly an exciting time to be here!

Role:

Working with PayPal teams in Europe and the US, the Sales Engineering Intern will support the Large Merchant Sales and Business Development teams in CEE to acquire new customers for PayPal's online payments products and services for large merchants and channel partners.

He/She will ensure a smooth roll-out of new PayPal implementations on merchant sites and will be relentlessly improving the end consumer experience of payment products integrated on major eCommerce sites and through new product solutions development.

The key objectives of the role are:

1. Support the CEE Sales Engineer in selling PayPal products to major merchants and channel partners in the regional markets

- Support the CEE Sales Engineer in the integration of PayPal products into merchants' and distribution partners' online businesses.
- Being involved from early phase of the sales process until the initial monitoring of post-sales performance.
- Specific responsibilities include:
 - a. Prepare mockups and API analysis for optimization of Merchant and Partner integrations
 - b. Help CEE Sales Engineer to support merchants in modifications of existing workflows in finance, customer service, network operations, etc.
 - c. Create, modify, and install relevant scripts for partners and customers.
 - d. Run test scenarios and QA testing for customer integrations.
 - e. Track initial merchant performance after live-to-site launches for tracking engagement success.

Job Requirements:

- Bachelor's graduate or final year student of engineering, computer science or equivalent.
- Good experience with Web-based software development technologies (PHP, ASP.NET, Java etc.) and Web architectures required.
- Strong focus on customers' needs.
- Exceptional multi-tasking and follow-through capabilities on cross functional and multi-national teams.
- A plus: Experience working with e-commerce companies and/ or payment gateways or service providers.
- A plus: Knowledge of payments and eCommerce sector.

Personal Requirements:

- Be completely fluent in English. Other language skills considered a strong plus.
- Excellent intellectual, analytical rigor and quantitative analysis capabilities; solution-driven problem solver with an innovative mindset being able to think outside the box.
- Ability to interact in many-way communications (email, chat, conference calls) and convey messages both verbally and in written communications.
- Very organized, self-starter, results- and quality-oriented.
- Quick learner, capable of understanding the intricacies of a complex product in a complex industry.

- An excellent team player with great interpersonal, cross-cultural and communication skills.
- Pleasant and fun, easy going with a great sense of humor and passion for results.

Company Description:

PayPal is the faster, safer way to pay and get paid online, via mobile devices and in store. The service allows people to send money without sharing financial information, with the flexibility to pay using their account balances, bank accounts, credit cards or promotional financing. With more than 117 million active accounts in 190 markets and 25 currencies around the world, PayPal enables global commerce. PayPal is an eBay (NASDAQ:EBAY) company. PayPal is headquartered in San Jose, Calif. and its international headquarters is located in Singapore. More information about the company can be found at www.paypal.com.

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